

CONNECTICUT INDUSTRY MARCH 1 9 4 0



WARREN McARTHUR furniture in lounge car of large western railroad

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MARCH 1940

CONNECTICUT INDUSTRY

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SIGNIFICANT TRENDS

By E. KENT HUBBARD

In a world tormented with strife and the spirit of defeatism in many circles—in the ranks of labor, in government, between labor and management, among nations and groups within who strive mightily to elevate their respective social and governmental philosophies—it is heartening to observe signs of hope.

From the Executive Council of the American Federation of Labor assembled in Convention at Miami, January 31, came a significant statement arising as it does out of eight troubled years. It said with disarming frankness:

"We have learned the lesson that when opportunities for profit diminish, opportunities for jobs likewise disappear.

"We urge that all government actions that tend unnecessarily to discourage business expansion cease and that a positive effort be made to encourage greater industrial activity."

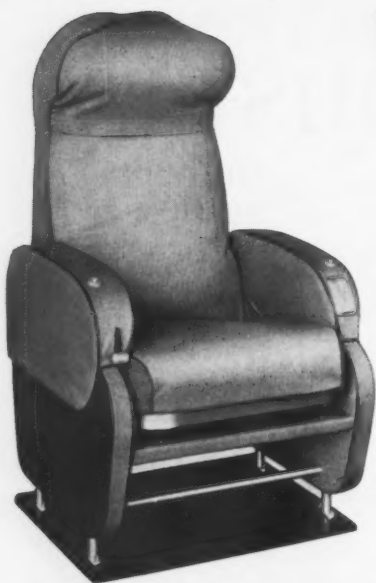
In similar vein, there had appeared previously in the "Voice of Business" issue of the New York Sun of January 6, a synopsis of the declarations of 22 of the nation's leading economists. Said the economists:

"Private enterprise is the sole key to recovery. Therefore confidence must be restored to permit business men and investors to repair the damage of the depression and to provide for future prosperity. This restoration of confidence depends upon a changed attitude by the government and sections of the public and the reconsideration of all legislation which has proved harmful or hampering to free enterprise."

Elsewhere, in the religious field, there is here and there a Christian minister who is expounding from his pulpit that the American enterprise system, however imperfect, is the nearest economic approach to the individualistic teachings of Christianity. Both recognize the inviolability of the individual and not the herd principle incumbent in dictatorship.

These significant signs of a better world, slowly evolving, should give us heart, not only to continue to rectify our errors, but also to redouble our efforts to present to the people of Connecticut and the nation, unimpeachable and non-partisan facts in proof that the American system of private enterprise is by all odds man's best approach to satisfactory living and the fulfilment of his true destiny.

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PROVIDING for comfort in air travel is this Warren McArthur Chair No. 157.

THE WARREN McARTHUR CORPORATION

Editor's Note. Sixty-first in a series of articles on Connecticut's diversified industries, this one clearly demonstrates that the American frontier of ideas can be conquered by a man with vision and initiative. It also indicates that the rewards for this type of pioneering are greater than the majority won by the land pioneers.

HOBBIES always pay dividends. They act as "safety valves" to relieve the nerve tension built up in the course of every day business affairs. They always provide a source of enjoyment for those who are fortunate enough to have acquired one or more of them. And not infrequently the hobbyist discovers that life is more zestful and profitable in

terms of income when he pursues his hobby as a life work.

Warren McArthur, an automobile dealer of Phoenix, Arizona, was forced into the making of furniture in 1923, and later adopted it as a hobby only to be lured by sales demand to enter the business of producing it as a vocation. Fortunately it was not the kind of force which is cordially hated by most men, but the variety that drew out hidden talent that Warren McArthur was pleased to discover and put to work.

The chain of events that turned the course of Warren McArthur's life away from the automobile industry into the design and production of a specialty line of standardized unit aluminum furniture, began with an innocent letter received from his father in 1923. He and his brother were asked if they could build their father a certain type of house for \$25,000 including the cost of furniture and fixtures. The brothers agreed to take the contract at the price suggested, but when the house was completed they discovered that only \$800 remained of the \$25,000 with which to furnish it.

Under the circumstances, Warren McArthur decided that the only way to stay within the budget was to design and build the furniture and fixtures. With the aid of a carpenter and cabinet maker, he was able to complete the job within the budget limit. The family was delighted with the furniture and so were many who came to call at the McArthur home. One lady asked to have four beds made exactly like the ones in the new house. Warren McArthur made them, and in addition built furniture for a number of people in Arizona and in the East who had admired the furniture in his father's home. Furniture making had become his hobby.

In 1924 it occurred to him that furniture might be built in standardized

WARREN McARTHUR plant in Bantam, Connecticut.

CONVERSATION is stimulated by this Warren McArthur creation.



units that could be knocked down for economic shipping and facility of replacement. In his first experiment he used sections of gas pipe, holding these together with a rod inside and washers from Dodge cars. Although chairs made in this manner were heavy and cumbersome, they represented the basic foundations for the present lightweight Warren McArthur aluminum furniture built on the patented unit principle. Six years later the management of the new Arizona-Biltmore Hotel sought Warren McArthur's services. He designed and built, with the aid of 20 men hired for the specific task, 5,000 pieces of furniture. The principle of standardized assembly was used throughout on this job. Guests of the hotel were so pleased with the new style furniture that three to four of Warren McArthur's men were kept busy for some time making pieces for them.

After noting the constant increase in sales acceptance of his hobby products, Warren McArthur decided to drop furniture making as a hobby and make it his full-time business. Undecided at first whether to make wood or steel furniture, he built a number of pieces of both and placed them on display in Phoenix, Arizona, for the winter visitors to view. Some chairs made of black painted steel tubing with patent leather seats sold very rapidly and the profit from their sales covered the cost of the entire exhibit. Up to this point in his career Warren McArthur was like a prima donna, he responded to his mood in the production of his furniture pieces. Now that he was entering business, he took his first lesson in market research from his Phoenix exhibit experience. It gave him certain ideas of what types of furniture would prove popular.

Now definitely determined on his business course he moved to Los Angeles where he made furniture of steel tubing cut into sections and held together with a tension rod and stainless steel fittings. Stores soon became interested in this radically new type of furniture, swelling the sales volume of the infant business then called "Warren McArthur Furniture, Ltd." Then came the long sales arm of the Aluminum Company of America to acquaint Mr. McArthur with the many advantages of anodized aluminum for the making of furniture. Almost immediately he was struck with its lightness, beauty, and style possibilities. New fittings were designed and standardized unit methods adapted to the new metal.

WAITING room at Cunard Lines pier is furnished with McArthur's ideas of comfort and utility.



LOBBY of Hershey Company at Hershey, Pa., furnished by Warren McArthur.



McARTHUR furniture in the Forum Cafeteria, Chicago.



The first large order for \$10,000 worth of new anodic aluminum furniture was secured through William Wrigley, the chewing gum manufacturer, for the Arizona-Biltmore hotel. Another substantial order followed from one of the largest manufacturers in the automobile industry. It came as a result of an experience one of the automobile company executives had with one of Warren McArthur's garden chairs. He had purchased a number of these chairs and had stored them all away for the winter, he thought. But lo! in the spring, it was discovered that one had been left in the garden exposed to the elements all winter. When it was discovered that the exposed chair was in just as good condition as the ones stored indoors, he was so impressed that he ordered a sizeable installation made by his company.

Because sales in the East expanded much more rapidly than in the West during the early 1930's, the corporation moved its operations to rented quarters in Rome, New York, in 1933, and adopted its present name. By 1937 the company had grown from what it considered a satisfactory annual sales volume of \$30,000 to \$40,000 during the first few years to around \$100,000 and Warren McArthur was getting anxious to own his own plant in a state friendly to industry. A scouting expedition led to the purchase of the factory formerly occupied by the Bantam Ball Bearing Company at Bantam, Connecticut. Until 1937 sales volume never exceeded \$125,000, but estimates for 1940 indicate possible sales of \$500,000.

Production

When Warren McArthur discovered the unit principle for the manufacture of aluminum furniture and adopted the anodic treatment which gives the aluminum a permanent and more attractive finish than any heretofore available, he started a movement which seems destined to revolutionize styles as well as to provide comfort unusual in both office and home furniture. Its production is unique in the annals of furniture making history.

The company purchases heat treated aluminum alloys like those used in airplane and dirigible construction. Among the items purchased are: aluminum tubing, rod, sheets, steel rod and strap, hardwood upholstering materials. The heat treated tubing is centerless ground, and then treated by the anodic process which hardens the surface until it possesses a hardness next to that of a diamond, and cut,

and bent in standard sizes ready for the assembly fittings made from aluminum rod by automatic screw machines. When the steel tension rods are cut to standard lengths and threaded, the processed tubing, steel rods and assembly fittings of the proper size for any given piece of furniture, may be assembled into standard frames ready for fitting of upholstered seat and back which are produced in the company's carpenter and upholstery department.

The Warren McArthur system of standardized unit design, assembly and production of furniture makes possible the creation of an infinite variety of styles applicable to any need of home or office. Likewise it permits of changes without new tool costs and facilitates assembly. When an order arrives for any one of approximately 1000 different designs, it is a relatively short task to assemble the stock units in accordance with the blueprints, or even to cut, bend and assemble an entirely new design.

By a patented process, the anodic aluminum frames can be impregnated with mineral die which seals the surface in beautiful colors—bronze, red, yellow, orange, gold, blue, green or ebony. Since the anodic aluminum is porous the color thus applied becomes integral with the metal and therefore is not subject to chipping or cracking.

Products and Uses

Products of the company include chairs, stools, settees, sofas, tables, lamps, smoking stands, ash trays, bank rails and metal racks. They have been used by many leading railroads in waiting rooms, lounge and dining cars. A few of the 1939 installations were made for Union Pacific, Atlantic Coast Line, Delaware Lackawanna and Western, Missouri Pacific and Chicago Rock-Island.

Aircraft manufacturers have come to be the company's best customers, accounting for approximately \$150,000 worth of business now on the company's books for 1940 delivery. Samples were first developed in 1935 and the first chairs were made for Sikorsky, division of United Aircraft, and for Army and Navy planes. Goodyear Zeppelin Company also bought some of the first models. Further development of a complete line of passenger, pilot, co-pilot, navigator and radio operator chairs, plus the upsurge in the aviation industry, accounts for the rapidly expanding business in the airplane field. Noting the beauty of

design in aircraft furniture, Warren McArthur has already received many inquiries and orders for various types to be used outside of the industry. Among the airplane manufacturers using McArthur furniture are: Lockheed Aircraft, Glenn L. Martin and other users named previously.

BEAUTY PARLORS. A few notable installations of anodic aluminum furniture may be found in the beauty parlors of companies as follows: G. Fox and Company, Hartford; Lord and Taylor, Bloomingdale's and James McCreery, New York City; and Marshall Fields, Chicago.

HOTELS AND RESTAURANTS. Installations of special room service tables and hotel and restaurant furniture are to be found in such well-known hotels and restaurants as: Roosevelt, New Yorker, Commodore and St. Regis Hotels in New York; Italian Pavilion, New York World's Fair; H. P. Hood and sons, Boston; Horn and Hardart, New York and Forum Cafeterias, Chicago.

HOSPITALS AND STEAMSHIP LINES. For hospital rooms, lounge and other furniture used by steamship companies and hospitals, Warren McArthur Corporation has furnished installations for the United States Navy, Ocean Dominion Steamship Company, United States Lines, Bethlehem Shipbuilding Corporation and Mississippi Steamship Company and many others.

BUSINESS AND INDUSTRY. Installations by the hundreds have been made in offices, reception and meeting rooms of many public utility and industrial office buildings including Southern New England Telephone Company, New Haven; New Haven Clock Company, New Haven; Hershey Chocolate Company, Hershey, Pa.; Cunard Lines Pier, New York. A large number of yachts and hundreds of homes, terraces and gardens are graced with Warren McArthur furniture, lighting and smoking accessories.

DISTRIBUTION. With the exception of an occasional ad in the Beauty Parlor trade magazines, Warren McArthur has built its business with the aid of its satisfied customers, direct mail and a small sales force of four to five men and its showroom at 1 Park Avenue, New York. It also sells through office furniture and supply dealers, architects and decorators. The

(Continued on page 24)

PRATT & WHITNEY MOVES ON



CLAYTON R. BURT, president, blowing the new three-toned steam whistle for the first time at 7:00 A. M., December 5, 1939. H. D. Tanner, vice president, at right.

NEVER before has an old-time company occupied a gradually increasing group of buildings for 79 years and then abandoned them for a new plant in a location designed specifically for its own use until Pratt and Whitney, division of Niles-Bement-Pond Company, Hartford, accomplished the feat between March and December 18 of last year. Probably no more dramatic proof of Connecticut and New England industrial virility could be set forth than the new \$3,000,000 Pratt and Whit-

ney plant constructed on the neglected ruins of the old Charter Oak Park, West Hartford, acquired by the company in 1937.

Moving on from the day Francis A. Pratt and Amos Whitney formed a partnership in 1860, the Pratt and Whitney Company, which tasted early of world renown through its development of a system of standard measurements and mass production and assembly methods, while growing in financial strength and in physical plant up to 23 multi-story brick buildings,

had been gradually discovering for several years that its many-storied buildings were inadequate to handle its present-day machines which weigh up to 80,000 pounds. The buildings were suitable for machines weighing anywhere from 5,000 to 20,000 pounds, but beyond that they were found too expansive and cumbersome to handle the heavy castings and parts. With the trend moving towards even heavier machines, Pratt and Whitney decided on a modern one-story plant—a veritable "house of glass" nearly 1,000



AIR VIEW of the new Pratt & Whitney plant.

Looking across the completed factory before the manufacturing equipment was moved in. It is 550 feet from the camera to the far wall.



There are 110,000 panes of glass in the new plant—214,000 square feet—set in more than 5 acres of steel sash and held in place by 125,000 pounds of putty. There are no dark corners, and this modern clear white glass transmits a greater amount of beneficial ultra-violet rays.



The total electric crane lift in the new plant is over 160 tons.



feet long and 550 feet wide, with a two story office building, a two story pattern storage building, garage and heating plant.

Apparently nothing has been overlooked. Not only has the design kept in mind economy of cost and production, but has been so constructed that it will give the employees the best working conditions possible. All the facilities of the great industry are, in fact, planned in order that the workmen will be contented on the job and that there may exist a complete understanding and mutual respect between employers and employees.

Although occupying 658,000 square feet of ground, a space no larger than in the buildings vacated, it has the advantage of being absolutely free from vibration because of being built on piles that reach down to bed rock and thus provide for a continuous flow of production from the raw material source through to the shipping platform without the lost motion experienced in the former multi-storied plants.

Starting last March piles, made from giant Oregon trees that started life 70 years ago when the company was just beginning to grow, were driven into the ground full length and then capped with steel cylinders and driven down 25 feet to 30 feet until the tips struck hard pan. After filling the steel cylinders with reinforced cement they were sawed off even with the foundation of the new building. Although water may rust the steel around the concrete, the trees will last forever since their tops are below the surface water line. On top

of this permanent foundation was laid enough concrete reinforcement to make a highway 18 feet wide 6 inches thick and 10½ miles long. Atop this rugged foundation was spread a wooden pavement set in hot tar which minimizes fatigue that comes from standing or walking on hard floors all day. In some parts of the plant which produce machinery so heavy it would ruin wood blocked flooring, cement has been laid two feet thick, virtually bomb proof, and so free from vibration that men working in other parts of the plant would not receive the least shock if one of the giant cranes dropped a heavy casting on the super-concrete floor.

Production machinery has all been set on concrete foundations. Because of the excellence of the planning by Pratt & Whitney engineers, there is no congestion in the plant despite the variety of products manufactured. All plant operations are divided into three classifications: the gage line, tool room machines, which include the lathes and machine tools that are in turn used to make other tools and equipment; and the precision cutting tools. A feature of the gage line is the Hoke Precision Gage Blocks, which are made so perfectly that their size is measured to the millionth of an inch and so smooth that two of them rubbed together will stick.

Because Pratt and Whitney measures in millionths of an inch while customers measure in thousands, P. & W. employees are specialists, craftsmen—men who know their jobs so thoroughly that they need little or no supervision. That is why the company takes pride in seeing that every man



(Left)

The newest G. E. lighting is shadow free—easy on men's eyes. Its bluish-green glow is a beautiful sight at night.

(Below)

One of several locker rooms equipped with the most modern conveniences for the workman's comfort.

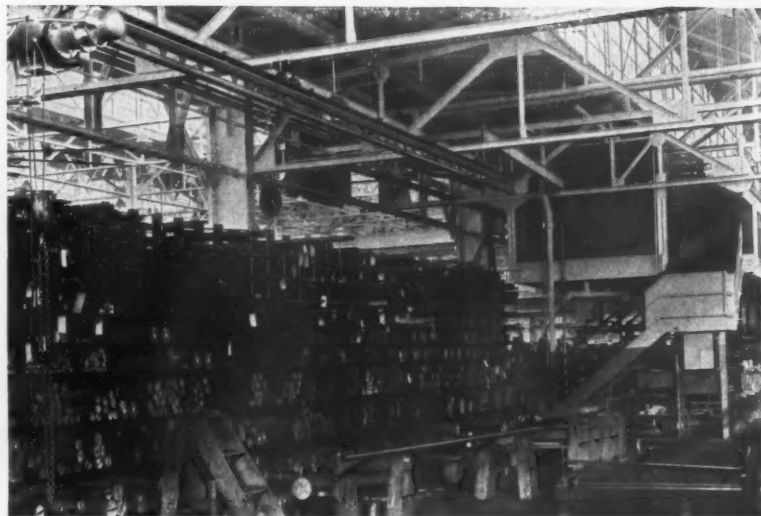
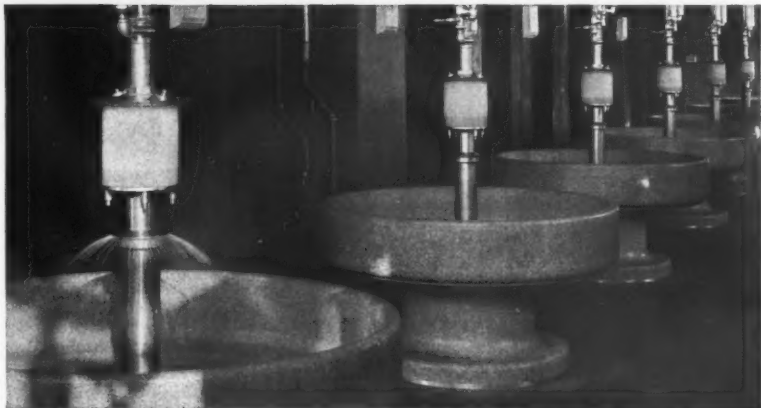
(Bottom)

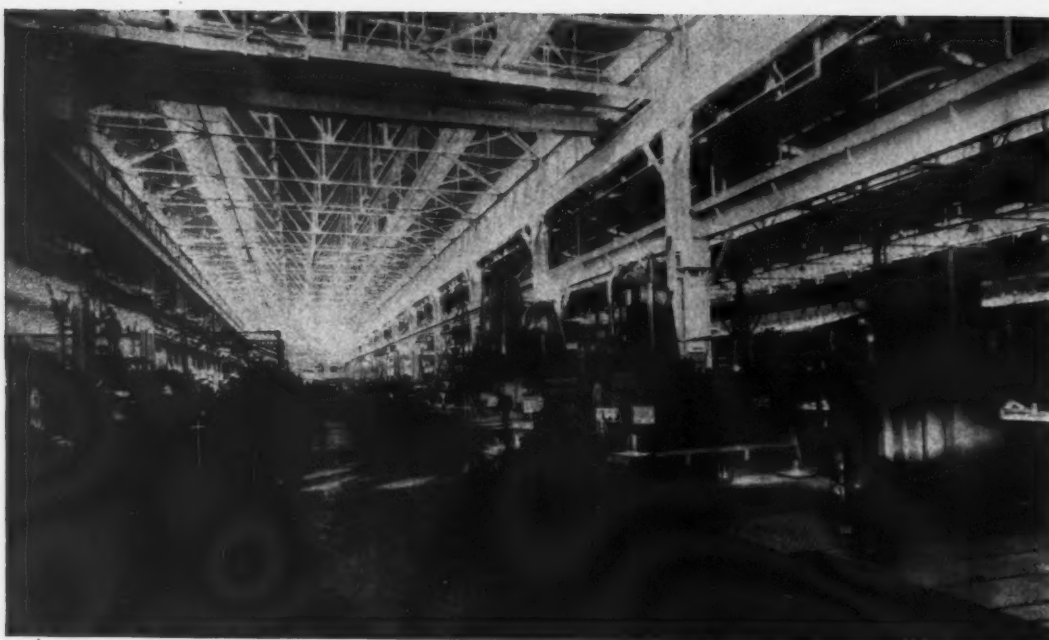
Next to this steel storage rack is one of the many mezzanine toilets located throughout the plant—the most modern practice.

gets the ideal working conditions for his particular job.

Knowing that man is prone to hunger, an employe cafeteria has been provided, capable of seating 600 persons. Meals are produced and sold at cost in one of Hartford's most modern all electric kitchens. This spotlessly clean cafeteria, not only serves a complete lunch but keeps food trucks constantly moving through the busy aisles of the plant itself, and so excellent is the service that many workmen do not bother to get breakfast but wait until they reach the plant. Besides providing the most modern methods for conducting materials, parts, machines and all other production items through the plant with little or no waste motion, the company has provided the most up-to-date wash room and toilet facilities within easy access of all sections of the plant. Although every safeguard possible is built into the machines and equipment to minimize accidents and masks and goggles are furnished to guard against eye and lung injuries, a model first-aid station is maintained in charge of competent professional people who care for any injuries that may occur.

Almost beyond human comprehension only a few short years ago, the construction of such a plant required 210 railroad cars of steel weighing 4130 tons, of which 675 tons of 18 gage steel (over 14 acres) are welded in place on the steel girders. In addition to being designed to carry all snow loads, the roof is able to resist an





A VIEW along one of the assembly floors showing Keller machines in various stages of completion.

upward lift of more pounds per square foot than was exerted in the hurricane in September, 1938. Covered with a one inch layer of cork, $\frac{3}{8}$ inch of roofing felt, and surfaced with 600 tons of roofing pitch, the total weight of the roof exceeds 3100 tons.

No man can look at the new Pratt and Whitney plant without being impressed with the acres of glass that form the walls—a construction which represents the newest scientific development and leaves no dark corners or poor lighting conditions to hold up production or to lower the best of health safeguards. To install the glass in more than five acres of steel sash required the work of 25 to 30 glaziers for more than six weeks, with five helpers unloading and distributing the

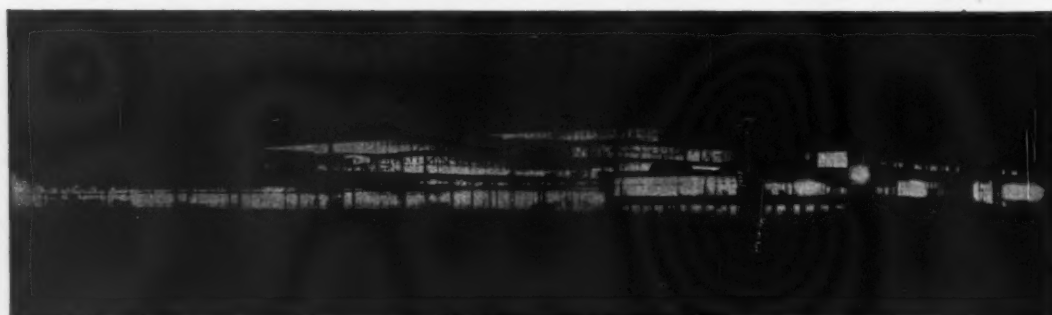
11 carloads of glass and the 28 carloads of steel sash and 125,000 pounds of steel sash putty.

If one should wonder how this large plant is heated, he will not be surprised to learn that three oil-fired boilers, each capable of developing 400 horsepower, do the job. No provision has been made for generating electricity since all current is purchased, being led into the plant at 11,000 volts to a complete installation of line switches, metering equipment, reactor unit and distributing switches. Four transformer stations in the plant transform 11,000 volts to 220 volts, 2 phase, for power, and by separate transformers to 110 volts for lighting. In all 29 miles of electrical conduit and 76 miles of electrical cable and wire

are used, with nearly five miles of pipe underground and 16 miles overhead.

Although there is more construction data available, the structural story may be tersely summed up in the fact that it required the labors of 2,000 men working full-time for nearly a year to complete the plant, or an estimated total of over 3,000,000 man-hours, not to mention the millions of man-hours created in other industries as a result of this building program. It was only through coordinated teamwork that such a Herculean task was completed in the period of ten months to furnish an ideal home for more than 2,000 men and women living in the Hartford area whose lives will be spent producing essential capi-

(Continued on page 26)



THE new plant at night glows with its bluish-green lights.



AT HEAD TABLE (left to right): Harry E. Norton, Vice President and Superintendent, The Mason Silk Company, Winsted; Frank I. Hall, President, Middlesex County Manufacturers Association, Middletown; R. G. Plumley, General Manager, The Yale Towne Mfg. Company, Stamford; John A. Coe, President, The American Brass Company, Waterbury; George S. Hawley, President, Bridgeport Gas Light Company, Bridgeport; Frederick U. Conard, Vice President, Underwood-Elliott-Fisher Company, Hartford; Joseph M. Merrow, President, Merrow Machine Company, Hartford; Samuel M. Stone, President, Colt's Patent Fire Arms Mfg. Company, Hartford.

INDUSTRY HONORS ITS PIONEERS



Fernley H. Banbury, *Engineer*
Farrel-Birmingham Co., Inc.
Ansonia, Conn.
Banbury mixer for mixing
or compounding rubber and
plastics

NEARLY 500 industrialists, business men and representatives of the press, feted 13 Connecticut research men selected by the National Awards Committee to receive Scrolls of Achievement and paid tribute to all of Connecticut's industrial pioneers at a banquet held at the Hartford Club, Friday evening, February 16. In recognition of their patented contributions during the past 25 years which were considered by the National Awards Committee as having contributed largely to the progress of American industry and to the welfare of the American public, Scrolls of Achievement were awarded by the National Association of Manufacturers, co-sponsor of the event with the In-

dustrial Memorials, Inc. of Connecticut, the Hartford County Manufacturers Association, the Manufacturers Association of Connecticut, Inc., and the Connecticut Industrial Council. The scrolls were presented by Governor Baldwin.

The dinner, held in conjunction with the national Modern Pioneers program which honored some 500 inventors at 15 regional meetings throughout the country and one National meeting during February, commemorated the 150th anniversary of the founding of the United States Patent System.

Believing that the pioneer on the modern frontier of science and tech-

(Continued on page 26)



Henry Jones Blakeslee
Chief Engineer and President
The States Company
Hartford, Conn.
Simplifying and adding to the
convenience of electric meter,
relay and transformer testing



Albert Frank Breitenstein
Works Mgr. and Chief Engineer
The Geometric Tool Company
New Haven, Conn.
Self-opening die heads, col-
lapsing taps and other equip-
ment to cut accurate screw
threads



Edward Payson Bullard, Jr.
President
The Bullard Company
Bridgeport, Conn.
Automatic multiple spindle
chucking machines and acces-
sories and devices used there-
with



Frank Walker Caldwell
Engineering Manager
Hamilton Standard Propellers
Division
United Aircraft Corporation
East Hartford, Conn.
Controllable-pitch and con-
stant-speed aircraft propellers



AT HEAD TABLE (left to right): Raoul E. Desvernine, President, Crucible Steel Company of America, New York; His Excellency Raymond E. Baldwin, Governor of Connecticut; Clayton R. Burt, President, Pratt & Whitney Division, Niles-Bement-Pond Co., Hartford; Graham H. Anthony, President, Veeder-Root Inc., Hartford; F. Goodwin Smith, President, Hartford-Empire Company, Hartford; E. Kent Hubbard, President, Manufacturers Association of Connecticut, Inc., Hartford; David Ayr, President, The Hendey Machine Company, Torrington; C. I. Packer, President, The Packer Machine Company, Meriden; Captain N. W. Pickering, President, Farrel-Birmingham Company, Inc., Ansonia.



Thomas Edwin Dunn
Works Manager
The Bullard Company
Bridgeport, Conn.
Electro-chemical methods of
cleaning and treating basic
metals



George G. Going
Research Engineer
Remington Rand, Inc.
Research Laboratory
Stamford, Conn.
Adaptation of noiseless type
action and re-design of Rem-
ington Noiseless Typewriter



Walter Frederick Herold
Vice President-Chief Engineer
Stewart-Warner Corporation
Bridgeport, Conn.
New and improved principles
in castor bearing, wheel and
chair construction



Frederick G. Hughes
General Manager
New Departure Division
General Motors Corporation
Bristol, Conn.
Originated the principle of
pre-loading in ball bearings
for shaft rigidity and preci-
sion in machinery



Erle Martin, *Chief Engineer*
Hamilton Standard Propellers
Division
United Aircraft Corporation
East Hartford, Conn.
Constant-speed and full-
feathering aircraft propellers



Karl Ernest Peiler
Vice President
Hartford-Empire Company
Hartford, Conn.
Suspended charge molten glass
feeding system for glass-
making machines



John Cargill Shaw, *Engineer*
Pratt & Whitney
Division Niles-Bement-Pond
Hartford, Conn.
Electric controls for machine
tools—the basis of the Keller
machine



HONORABLE MENTION
Wallace E. Brown
E. I. du Pont de Nemours &
Company
Fairfield, Conn.
Rubber composition, acid re-
sisting, collapsible mine venti-
lating tubing

NEWS FORUM

Acquisition

591 NEW CORPORATIONS were formed in Connecticut during 1939, and 144 new foreign corporations registered, according to the latest report of Sara B. Crawford, secretary of state. Authorized capital of the new corporations totaled \$42,627,000. Preliminary dissolution papers were filed for 203 companies and final dissolution papers for 154 companies, making a total of 357 companies "on the way out". Thus Connecticut shows a net gain of 234 corporations for the year.

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NORWALK EMPLOYMENT is to be increased shortly by the addition of a new concern producing bathrobes in space just leased in the Sterling building, Cross Street, Norwalk, and by the start of operations by the Bondcraft Chemical Corporation, which will process and assemble lacquer in the plant formerly owned and occupied by the Pratt Laboratories. The bathrobe concern, officials of which have not been identified at this writing, is expected to employ 75 persons, and the Bondcraft Chemical Corporation about 15 Norwalk persons. The Kitchen Combination Production Company, which has just purchased the Lounsbury and Bissell plant on Main Street, Norwalk, and will manufacture a single unit combining refrigerator, range, sink and cabinet, expects to be in operation around May 1 after the buildings have been remodeled. Forty-five Norwalk men are expected to be employed when the plant opens. With the exception of the electric motor and compressor, the complete kitchen unit will be manufactured and assembled in the plant. Officers and

directors of this newly formed corporation were not announced at press time.

Calendar

F. C. KENYON of Sanderson and Porter Company, Engineers, New York City, will discuss "Distribution Costs" at the March 26th meeting of the New Haven Chapter, National Association of Cost Accountants. By repute, an excellent speaker, Mr. Kenyon is also said to be well qualified by wide experience to tell how to analyze and control distribution costs in an industry. The dinner preceding the meeting will be held at the Y. W. C. A. ballroom at 6:30 P. M.

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TWENTY-SEVEN Industrial Advertising men took part in a discussion concerning the value of industrial distributors and sale of industrial products at the February 8th meeting of the Connecticut Industrial Advertising and Marketing Council of the National Advertising Association at Waterbury. The discussion, led by Fred Bannister, Sales Promotion Department, Fafnir Bearing Company, New Britain, pointed out that industrial distributors are essential to effective, low-cost distributions of industrial products and should receive intelligent cooperation and help from the manufacturer. The importance of keeping in close touch by mail with the distributor's salesmen was pointed out as a means of moving the product off the stock shelf. Other factors discussed, included effective methods of holding meetings of jobbers' salesmen, equipping a new jobber with sales promotion literature, and direct mail to the distributor's mailing list. Member-

ship in this group has now reached forty-eight, according to A. W. Tucker, Vice President, The Henry G. Thompson and Sons Company, New Haven, chairman of the membership committee.

Celebration

JENKINS BROTHERS Company officials travelled to the company's main plant in Bridgeport from Canadian and American cities late in January—not for a sales conference, not for a promotion campaign, but to honor 54 veterans who had worked 25 or more years at the Bridgeport plant of the valve company. The occasion was the 14th annual banquet of the Veterans' League at the Stratfield Hotel on January 25. Although secondary to the atmosphere of conviviality and good fellowship, Vice President Bernard J. Lee keynoted in a short talk, in part, as follows: "The management of Jenkins Brothers recognizes that it has obligations to its employes as well as to the stockholders and customers. We are justly proud of our record in establishing benefits for employes." Farnham Yardley, of New York, president of Jenkins Brothers, observed, "The glamour boys down in Washington don't seem to be doing as well as they might." Mr. Yardley, in his brief talk, quoted freely from the recent speech of John L. Lewis, CIO leader, at the United Mine Workers Convention, and Earl Browder, Communist leader. Said Mr. Yardley, "a return to sound economic principle means the return of better times. Ours is a capital goods business and capital is apprehensive over the policies of the present administration." Sterling silver trays and diamond-studded lapel buttons were presented to the new



Eye-Appeal PACKAGING

... so designed as to make a product stand out from the crowd, command attention and win favor.

As specialists in the creation and manufacture of such packaging, we are helping many leaders of industry to increase sales and win for their merchandise a wider consumer preference.

Without obligation one of our representatives will be glad to talk with you about your packaging.

ROBERTSON
PAPER BOX COMPANY
MONTVILLE, CONN.
NEW YORK OFFICE
420 LEXINGTON AVENUE

members inducted into the Veterans' League. Others who spoke briefly included: James H. Webb and A. G. Stewart, of the Montreal plant; W. G. LeCompte, Robert Jones, Al Engle and William Utz of the New York office.

Democracy

THE FIRST of a series of three outdoor advertisements stressing to millions of Americans each day the fundamental, indivisible relationship between private enterprise, representative democracy and American freedom of religion and speech, began to appear in cities and towns of over 2,500 population throughout the United States in January. Two other posters containing industry's message to the public were scheduled for appearance in February and March, making a total of 12,000 advertisements so displayed throughout the nation. These messages, prepared by the National Association of Manufacturers, were placed through the generous cooperation of the members of the Outdoor Advertising Association.

Development

MORE THAN sixty Norwalk Companies took part in display week starting Monday, January 22, under the sponsorship of the Kiwanis Club of Norwalk. Product displays were planned and shown in Norwalk stores as an educational, non-profit exhibit to acquaint the people of the city and nearby communities with the articles which are produced in the area. To stimulate visitation of these exhibits by the largest possible number of persons, the Kiwanis Club arranged for a slogan contest which required all entrants to view and describe articles seen in store windows as well as to suggest an appropriate slogan. An essay and art poster contest was also staged by the Kiwanis Club. The first prize in the essay contest was won by William Gibbons, who wrote "Industrial Norwalk: Your Community", and the art poster contest first prize went to W. Roland Mudge, also of Norwalk. Prizes in the public contest were: \$50.00 in cash as first prize; an innerspring mattress, second prize; and eight additional prizes of merchandise totalling \$50.00.

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A NEW Industries Committee for the town of Plainfield was recently an-

nounced by James Ward, selectman, as follows: Henry C. Haskell, Arthur A. Milligan, James A. Coffey, Anthony P. Cwynar and Julian Champagne. Mr. Champagne was made chairman of the committee upon the resignation of Mr. Haskell, who relinquished the appointment because of heavy duties as owner of the Brunswick Worsted Mill and president of the Plainfield National Bank of Moosup.

Died

DONALD L. BROWN, President of United Aircraft Corporation, East Hartford, died in a New York hospital, Monday, January 29, where he had been receiving treatment for nearly a month. Mr. Brown had been in poor health for several months prior to entering the hospital for treatment.

Born in the little town of Berlin, Wisconsin, November 17, 1890, the son of David Brown, a stone cutter from Glasgow, Scotland, Mr. Brown's earliest adventures in business included servicing a paper route, working in the village general store and later, after graduation from high school, serving in the Berlin Post Office. His first job in the manufacturing field was with



the firm of Peck and Hamre where he helped to build rural mail-boxes. Like an Horatio Alger story, Mr. Brown's career moved from the little red factory of Peck and Hamre through the various divisions of the open hearth plant of the Illinois Steel Company in South Chicago, the School of Commerce, Northwestern University, the production department of the Simplex Automobile Company, where he began his aeronautical career on the construction of Hispano-Suiza airplane engines for the French government, and thence to the Wright-Martin Aircraft Corporation, where he was placed

in charge of the company's Long Island City Assembly Department.

In a brief interlude in 1918, Mr. Brown became Assistant Production Manager for the Olds Motor Works at Lansing, Michigan and later Production Manager of Houston Stanwood and Gamble, manufacturers of steam engines in Covington, Kentucky. The lure of aviation drew him back to his former associates at Wright-Martin where he became Assistant Factory Manager of the Wright Aeronautical Corporation at Paterson in 1921 and gained his first experience in the production of radial air-cooled engines and began his close association with Frederick B. Rentschler, now Chairman of the Board of United Aircraft Corporation.

In 1925, with Mr. Rentschler and others, Mr. Brown was one of the co-founders of the Pratt & Whitney Aircraft Company, organized to design and manufacture high-powered aircraft engines. He was its first Factory Manager. In 1932, his talents for reorganization and management were again recognized by his election as a Vice President and Director of the United Aircraft and Transport Corporation, which had been organized in 1929. When it was reorganized in 1934, to become the present United Aircraft Corporation, he was elected its first president. Under his dynamic leadership, the United Aircraft Corporation forged rapidly ahead to become one of the world's largest producers of airplanes, engines and propellers, giving employment to some 9,000 persons at the company's plants in East Hartford and Stratford, Connecticut, which are expected to employ around 11,000 within a few months.

Highest ranking Army and Navy officials, civil aviation authorities, state and local officials, manufacturing associates and friends all united in paying tribute upon his death.

Two outstanding characteristics dominated his every act. One was a passion for orderliness, reflected in the neatness of the big aircraft plants, and the other his deep abiding interest in the welfare of his associates and employees. Evidence of the latter is found in the fact that of the original twenty-five people who comprised the original Pratt and Whitney Aircraft staff, seventeen are still connected with the company.

Besides heading one of the largest industrial empires in Connecticut, and the second largest aviation company in the United States, Mr. Brown was a

director of the Hartford National Bank & Trust Company; Governor and member of Executive Committee, Aeronautical Chamber of Commerce; member Society of Automotive Engineers (State of New York); member Institute of the Aeronautical Sciences; member Hartford Golf Club; director of Dime Savings Bank of Hartford; director of Taber Cadillac Corporation, Hartford; and member of the Connecticut Aeronautical Development Commission.

He leaves his son, Donald L. Brown, Jr., a student at Yale University; his widow, Mrs. Ethyl Davies Broffe Brown; and three sisters, Mrs. Florence V. Montie, Miss Kathryn Brown and Mrs. Harve Lyon all of Madison, Wisconsin.

Services were held at the Asylum Hill Congregational Church, January 30. Burial was made in Cedar Hill Cemetery. Bearers included present and former associates in the corporation as follows: Frederick B. Rentschler, chairman of the board of United Aircraft; Charles W. Deeds, former vice president; Andrew V. D. Willgoos, chief engineer; Charles J. Marks, production engineer; Daniel McG. Jack, general superintendent; H. M. Horner, former secretary; Eugene E. Wilson, senior vice president, and George J. Mead, former vice president.

JOHN J. SEITZ, President of the Underwood - Elliott - Fisher Manufacturing Company Limited, Toronto, Canada, subsidiary of the Underwood-Elliott-Fisher Company, New York, died January 12 at his home after a brief illness. He would have been 78 years old February 2.

Starting his Alger-like career February 2, 1862, in the humble log cabin home of his pioneer parents at Formosa, Ontario, he received his rudimentary education from a local cobbler, later learning telegraphy at the age of 13. He first became Formosa's first telegraph operator and then won a berth with the Great Northwestern where he served in Toronto and later in Hamilton, Ontario.

In the early 1880's he purchased what was thought to be the first typewriter to be brought into Canada and became the first person to apply the typewriter to telegraphy. He then became agent for the Jewett Typewriter for a time and from John T. Underwood in 1898, Mr. Seitz obtained the exclusive Canadian sales rights to the Underwood Typewriter. A three year agreement stipulated sales of a min-

imum of fifteen machines a month. Under his contract, which was never renewed except verbally, Mr. Seitz eventually sold as many as 1800 machines per month. Aggressive advertising and sales methods so stimulated the growth of his agency that branches were soon opened throughout Canada.

Later he organized the Peerless Carbon and Ribbon Company of which one of his sons, W. J. Seitz, became manager. With the welfare of his sons and the promotion of Underwood typewriters throughout Canada, uppermost in his mind, Mr. Seitz became the inspiration for his eldest son, Joseph L. Seitz, who was executive vice president of the Canadian branch upon the death of his father. His youngest son, Ernest, devoted his time to music, winning world renown as a concert pianist and as the composer of "The World Is Waiting for the Sunrise".

When the Underwood Typewriter Company in the United States effected a consolidation in 1927 and became the Underwood-Elliott-Fisher Company, his agency, the United Typewriter Company, joined the merger. A moving spirit in the formation of the Canadian Business Equipment Manufacturers Association and later its honorary president, Mr. Seitz was also president of Underwood-Elliott-Fisher Manufacturing Company, Limited; A. D. Gorrie and Company, Limited, Peerless Carbon and Ribbon Company, Limited, and vice president of the Capital Trust Corporation. He was one-time president of Newsome & Gilbert Limited, of Rosary Hall, of the Toronto Baseball Club and St. Vincent de Paul Society. He served on the board of St. Michael's hospital, Toronto Welfare Association and at various times was a member of the Canadian Manufacturers Association, the Toronto Board of Trade, the Albany Club, the Eastbourne Golf and Country Club, the Ontario Club, the Old Colony Club, the Lakeview Golf and Country Club and the Canadian Club.

Surviving him are his widow, thirteen grandchildren, five sons and four daughters.

WILLIAM W. ROBERTSON, General Manager of the Orford Soap Company, Manchester, an affiliate of the Bon Ami Company, died at the Manchester Memorial Hospital, Saturday, January 27. Death, according to the attending physician, was due to accidental poisoning.

Born in Glastonbury, February 5, 1882, son of John T. and Jessie Free-

mont Brown Robertson, he was educated in Manchester and, after graduating from the Manchester High School and the Huntsinger Business College, Hartford, he became associated with his father, the founder of the Robertson and Orford Soap Companies. In 1913 he organized a Bon Ami plant in Canada and succeeded his father as general manager of the Manchester plant upon his death in 1922. He organized the Bon Ami of Australia and independently operated the Vanco Company, Inc., in the manufacture of a hand soap at Hop River, Conn.

Interested in civic affairs, Mr. Robertson served several terms as a Selectman of Manchester, and was president of the Eighth School and Utilities District at the time of his death. He was president of the Manchester Memorial Hospital for three years and a former president of the Manchester Chamber of Commerce. He was a Mason, a member of the Second Congregational Church, the Kiwanis Club, Manchester Country Club, and the Chemists' Club of New York.

The funeral was held at the Second Congregational Church, Manchester.

Education

BRISTOL MAY have a new Trade School next September—the first in the state entirely staffed by instructors without teaching certificates from the State Board of Education—if present contemplated plans are carried out. An outline of the school, which would occupy the new Technical High School, indicates that it will be under a committee consisting of three members of the Board of Education and two industrialists but not officially under the board itself, according to word given the board recently by School Superintendent Karl A. Reiche, a member of a three-man committee which is preparing an industrial course usable throughout the state. If the school were under the board's direct supervision and its costs met from board funds, its instructors would be required to hold state teaching certificates. Under the plan, the Technical High School would be loaned to the city, and would be operated independently of the board with its own budget, its own practical instructors who are foremen and assistant foremen in the city's factories. It is understood that at least 50 requests, about half of them from unemployed young men, have

been made to Mr. Reiche asking that the school be opened evenings. The school itself, the old Garrigus Machine Shop at Riverside Avenue and Mellon Street, was donated to the city by the Wallace Barnes Company, and it is understood that some \$3,000 to \$4,000 worth of usable machinery has been offered to and accepted by Mr. Reiche for the board, without charge, by Bristol factories.

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A JOB Training program, similar to that being conducted in Hartford where graduates have been 100 percent successful in securing employment, was opened in the Bridgeport Trade School early in February. More than 200 applications had been filed with the Bridgeport branch of the State Employment Service prior to the opening of the course. Classes are being held from 10 P. M. to 6 A. M. with the cooperation of the State Board of Education and the Bridgeport Board of Education, as well as the Bridgeport Re-employment Committee headed by George S. Hawley, President of the Manufacturers Association of Bridgeport, and Bridgeport industrialists who have loaned instructors and machines for the work. Departing from the program in Hartford, where a 200 hour course is required for graduation, members of the Bridgeport class will be turned out when, in the opinion of their instructors, they are competent to undertake jobs in private industry. In an effort to secure the best talents of the class, all applicants were given a preliminary interview and aptitude tests by a committee including Mr. Hawley and the following: George H. Stone, manager of the State Employment Service office, Bridgeport; George E. Crawford, president of the Chamber of Commerce; James H. Chasmar, works manager of the Remington Arms Co.; Hamilton Merrill, works manager, Consolidated Ashcroft Hancock Co.; Theodore H. Beard, vice president, Dictaphone Corp.; A. V. Bodine, president of the Bodine Corp.; A. M. McCullough, superintendent of schools in Fairfield; Isaac E. Schine, president of the Cilco Terminal Co.; Stephen Jankura, employment manager at the Bridgeport Brass Co.; E. P. Bullard, vice president of the Bullard Co.; Carl M. Lynge, assistant works manager, General Electric Co.; William R. Webster, chairman of the board of Bridgeport Brass Co.; John K. Williamson, president of the Porcupine Co.; Alpheus Winter, manager of the Manufacturers Association and Robert

A. Crosby, secretary of the Chamber of Commerce.

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FREDERICK G. HUGHES, General Manager of the New Departure Division of GMC advocated "Work Schools" for the training of boys and girls "not for life in some idealistic Utopia but for life in a workaday world", in a recent talk before the Bristol Rotary Club. Pointing to the recent industrial survey for the Governor's commission which showed a third of the unemployed regarded as "employable" were 16 to 25, he declared, "Industry, which will be expected to employ these, should rightfully ask the state what it has done to make them employable". Believing that the trade school is not the "entire answer" to the problem, inasmuch as not over 25 percent of the boys and girls are fitted for trades, Mr. Hughes concluded, "that the time is ripe for a new type of education in a new kind of school. Training for work in a work school—real honest-to-goodness work—constructive, worthwhile work. Work coupled with training in the know how, in the lessons of experience. Most of our boys and girls want to work, want to know how to do a better job. I propose in the work school that we shall enable them to do constructive work as well as learn how to do a better job . . . Such a school might even pay its way in reducing maintenance costs of public properties. . . . New England started the old school, let New England found the new school."

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AN INDUSTRIAL arts course was favored at a joint meeting of the Board of Education and a committee of the Meriden Manufacturers Association held in Meriden early in February. The chief retarding factors were the lack of space in the high school and the distance from the school to desirable factory space available for such classes. Building of a temporary addition to the high school at an estimated cost of \$35,000 for building, machinery and equipment, was considered, but action was deferred until a later date. The present status is that the Meriden Trade Schools are filled and that nothing but commercial courses are being taught in the high schools. Jobs are said to be available in local factories for those attaining a reasonable degree of skill either in trade school courses or in the industrial arts course proposed.

Expansion

STEVENS PAPER Company of Windsor, Connecticut, has just taken over the Hampshire Paper Company's plant in South Hadley Falls, Massachusetts. There it will produce several brands of specialty paper for the electrical trade.

The company, headed by Charles N. Stevens of Hartford, operates two paper mills in Westfield, Massachusetts, and its main plant at Rainbow in the town of Windsor where it has been located for approximately 12 years. Paper board is the sole product at the latter plant.

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UNITED AIRCRAFT has just purchased a 94-acre tract of land adjoining its property in East Hartford. The purchase has a frontage on Main Street, East Hartford, of approximately 903 feet and extends to the east some 5,468 feet, and was made to provide for possible future expansion of the plant, according to Bernard L. Whelan, Vice President.

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FRANK PARIZEK Manufacturing Company, button producers of West Willington, has just taken a five-year lease on 10,000 square feet of floor space in the old Rossie Velvet Company plant in Willimantic where it plans to start operations in the manufacture of a new type of plastic button, as soon as machinery can be installed. The company employs approximately 150 men and women in its West Willington plant, but no announcement has been made as to the number who will find work in the Willimantic plant.

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NAUGATUCK CHEMICAL Company, a division of the United States Rubber Company, Naugatuck, has started excavation for a new five-story addition to its plant which, with equipment, will cost approximately \$500,000, according to John E. Caskey, factory manager. The contract has been let to W. J. Megin, Inc., of Naugatuck. The building will be of modern construction, a portion of which will be used for a boiler room to replace the present one.

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WIREMOLD COMPANY of Hartford recently awarded the R. F. Jones Company a contract to build a \$100,000 addition to its plant on Railroad Avenue, Elmwood. The one-story

modern industrial structure, measuring 125 by 240 feet, was designed by J. DiStasio & Co., New York. It will be built mostly of steel and glass, with a monitor top roof, glass taking the place of brick in many parts of the building. The addition will be joined to the present building by a connecting wing 54 feet long. A portion of the annex will consist of a boiler house, while in front a train shed will be erected over the railroad siding. A covered loading platform will also be built for truck shipments.

SCOVILL MANUFACTURING Company, Waterbury, have just purchased the unused Waterbury plant of the International Silver Company as well as a reservoir and several dwellings. The plant used by the International for many years as a "spoon" plant was closed a few years ago and the business moved to Meriden.

Moved

ACTIVITIES AT The Summit Thread Company, East Hampton, will be moved to the plants of the Belding-Heminway Corticelli Company of Putnam in the spring unless very great inducements are made for retention of the plant in East Hampton, according to a recent statement of Harold Johnston, vice president of Belding-Heminway-Corticelli Company, which recently purchased the Summit Thread Company business. Loss of the Summit Thread Company employment, totaling around 160 hands who receive an average of \$3,500 a week, would mean a serious blow to East Hampton. In Putnam, if and when the plant is moved, at least 150 persons would benefit by jobs in the Belding-Heminway-Corticelli plant. Purchase of the Summit Thread Company's business, which now produces products used in the corset and shoe manufacture, gives the Belding-Heminway-Corticelli Company a completely diversified line of thread.

Pay Check

WAGE ADJUSTMENT of 12 percent upwards from base and salary rates were paid to 1,289 employees of the Bryant Electric Company, Bridgeport, for the month of January, in accordance with the wage and salary plan of the Westinghouse Electric and Manufacturing Company. The adjust-

ments for December were 10 percent. The plan, which provides for monthly adjustment of wages and salaries as the condition of the company's business indicates, affects 48,500 employees in 57 manufacturing and service plants and in hundreds of sales and service offices of the Westinghouse Company.

TEXTILE WORKERS of the woolen and worsted mills at Stafford Springs received increases of approximately 10 percent, effective February 5. Approximately 1,000 employees were affected in plants as follows: Cyril Johnson Woolen Company, Warren Woolen, Rhode Island Worsted, Stafford Worsted, Swift River and Riverside Mills. 1700 employees of M. T. Stevens and Sons Company, Rockville, also received wage increases from 7 to 10 percent. Generally speaking the woolen textile industry of Connecticut conforms to standards of the American Woolen Company, the largest textile employer in New England.

Personnel

YALE UNIVERSITY, Department of Personnel Study, is now prepared to refer properly qualified men for accounting positions in business and industry—men with training in liberal arts, the basic branches of engineering and pure science, and men who have specialized in various aspects of applied economics, finance, commerce, marketing and industrial management. Companies desiring to interview any of these college trained men will find it to their advantage to send a representative to Yale in order that they may consult the details and complete records of each man in the Department of Personnel Study. If it is impossible to send a representative to Yale the Department will make suitable recommendations upon receipt of a letter indicating as specifically as possible facts as follows: (1) the type or types of work for which you intend to employ; (2) the qualifications desirable in candidates; (3) the approximate starting salary or wage; (4) the kind of initial training program or means of assimilating new men into your business; and (5) any other considerations that are pertinent to your employment plans.

All communications should be directed to S. H. Clement, Associate Director, Yale University, Department of Personnel Study, New Haven, Connecticut.

HUTCHISON S. HINKLE, Chairman, National Folding Box Company, New Haven, resigned his post effective January 21. Commenting on his departure from the company, President George W. Mabee, said, "His long and faithful years of leadership marked genuine progress in the affairs of the company. It is therefore with the sincerest of good wishes and appreciation of his outstanding services that the Board of Directors accepted his resignation to enable him to enjoy some well-earned leisure in retirement from the arduous business life he has led." Since joining the company in 1923, Mr. Hinkle served as general manager, vice president, president and chairman of the board. Previously, he was associated with a lithographic and printing industry in New York City.

CHARLES E. ROLFE, General Information Manager of the Southern New England Telephone Company since 1930 and associated with the company since 1923, has just been appointed assistant to the president, Harry C. Knight. He will continue to direct public relations and advertising programs in addition to his new duties. As chairman of the Connecticut Development Commission and director of the Connecticut division of the New England Council, Mr. Rolfe has taken an active part in promoting industrial and recreational growth in Connecticut and New England areas.

WILLIAM P. CONKLIN, JR., Farmington, has been made assistant to the president of the J. M. Ney Company, Hartford, manufacturers of precious metals for dental and industrial purposes. Mr. Conklin, only 32 years old, graduated from Yale in 1928. He then served in the Chicago office until 1933 when he returned to the home office in Hartford. He is also secretary of the company.

DWIGHT G. PHELPS, Vice President of Colt's Patent Fire Arms Manufacturing Company, was named a director of F. W. Horne and Company, Inc., at its annual meeting held late in January.

CHARLES H. GRANGER, vice president of the Ingersoll-Waterbury Company for 15 years, was elected president at the annual meeting of directors held in Waterbury, January 31. Mr. Granger succeeds Mr. James R.

Sheldon who announced recently that he was not a candidate for reelection since he had become president of the Meldon Export Corporation of New York, and expects to spend most of his time with the New York concern. All other officers and directors were re-elected as follows: Edward T. Carmody, secretary; George H. Close, treasurer; E. M. Barnum, assistant secretary; M. M. Abbott, assistant treasurer; Irving H. Chase, Rodney Chase, Julius B. Smith, Alexander B. Carver, Harry M. Zuckert and Mr. Granger.

RAYMOND C. COSGROVE, long associated with the Westinghouse Electric and Manufacturing Company of Pittsburgh, and now Vice President of The Crosby Corporation, Cincinnati, has just been made General Manager of the Crosley Corporation branch in Meriden. He will be in direct charge of the engineering, production, distribution and sale of Shelvador Refrigerators, radios, electric and gas ranges, washing machines and ironers and the new Crosley automobile.

BERNARD G. KRANOWITZ, Executive Secretary of the New Britain Chamber of Commerce, was made president of the Connecticut Secretaries Association at its annual meeting, Hotel Bond, January 24. He succeeded Charles A. Newton, Secretary of the Meriden Chamber. Peter Foley of Norwalk was elected secretary-treasurer.

Pulse

REPORTING IN the New York Times of February 7, Russell B. Porter, formerly a Bridgeport newspaper man, declared that Bridgeport manufacturers, while accepting all the orders they can get, are refusing to change over their machinery for direct war productions unless cash is paid in advance for the cost of the change. These facts were given to Mr. Porter by Robert A. Crosby, Executive Secretary of the Bridgeport Chamber of Commerce who reported at the same time that Bridgeport's industrial pulse was beating at a strength close to that of the World War boom days with the average weekly payroll during 1929 only slightly above that for 1939. During '39, twenty new or revived concerns have occupied 1,500,000 square feet of factory space, none of which are so-called "war babies".

AMERICAN HOSIERY Company of New Britain has recently announced that it will discontinue manufacture of its own cotton and Merino yarns which it has produced for many years. The current production by highly specialized competition no longer warrants the continuance of its manufacture, according to Roger W. Whitman, president of the company. Said Mr. Whitman, "in the future we will concentrate all our efforts on the knitting, finishing and distribution of our widely known 'AMHO' quality underwear and outerwear lines. We plan to absorb as many of the 25 employees of the yarn mill as possible in these other operations. We are gratified that incoming orders to date are running 50 per cent greater than in the same period of 1939, and shipments are 25 percent greater than last year."

RETAIL SALES in Connecticut according to a recent report from the Bureau of Census showed that the state's retailers, not including department stores, made a 11 percent gain in 1939 over 1938, or the highest of all the New England States which increased from 4 to 11 percent. Department stores of Maine and Connecticut, however, reported an increase of 5 percent in their business over 1938, leading the other four states. The main sales of all retail stores increased 4 percent, while sales of independent retail stores in Massachusetts increased 6 percent; Rhode Island, 5.3 percent; New Hampshire and Vermont, 5 percent. Bridgeport's 14.5 percent increase in sales over 1938 was the greatest in Connecticut. Other increases were: Hartford, 8.8 percent; New Haven, 6.7 percent; New London, 3 percent.

RUSSELL MANUFACTURING Company reported a net income of \$137,333 with a net profit of \$56,767, after all charges for the year ending November 30, 1939 as compared with a net deficit of \$219,399 for the previous year. This report was read to stockholders by President George M. Williams and certified by Hadfield, Rothwell, Soule and Coates. For the first time, stockholders were furnished with the tabulation of sales by months, which showed that sales for the first eight months of 1939 were less than those for the same period of 1937 by the amount of \$194,308.32, or 8.9 percent; and that the sales for the last four months of 1939 exceeded those for the same period of 1937 by the

amount of \$325,939.57, or 28.2 percent. Sales for the last four months of the fiscal year 1939, beginning with August, constituted a high record for all months of recent years. Sales for October were \$417,158.95, exceeding the highest monthly record of recent years of \$311,161.05, as established during November, 1937. War orders accounted for only a slight percentage of the total since the company's attitude is not to accept such orders, the production of which would require facilities necessary for present or potential peacetime business.

THE SOUTHERN New England Telephone Company earned \$3,220,959 or \$8.05 per share net on common stock during 1939, according to a report made by President Harry C. Knight at the annual meeting of the stockholders held in New Haven, February 6. The number of telephones operated by the company as of December 31, 1939, was 360,404, or the largest number in the history of the business. Both local and long distance calls exceeded that of any previous year, and represented an increase of 16,253 'phones, or 4.7 per cent for the year. Net plant additions of \$2,100,000 resulted from gross additions of \$6,000,000 less retirement and replacement of worn out or obsolete plant in the amount of \$3,900,000. Permanent repairs and rehabilitation of outside plant, made necessary by the hurricane and floods of 1938, have been completed except for minor corrective work which will be accomplished during routine operations. Total assets of the company increased from \$93,655,414 at the end of 1938 to \$95,715,586 at the end of 1939. Numerous other expansions and installations were also made in keeping with the company's program of keeping safely ahead of business requirements. Stressing the value of safety, Mr. Knight pointed out that the company's 1939 plant program, involving more than 1,500 men, was completed with only five lost-time accidents, none of which resulted in permanent injury. Said he, "Despite larger demands upon our facilities and personnel, technical checks and measurements indicate that the quality of service was not only maintained but was improved. We acknowledge appreciatively the teamwork and cooperation which enabled the accomplishments of the past year," he said, in paying tribute to the morale of the company's 4,600 employees throughout the State.

FULLER BRUSH Company earnings for 1939 totaled \$411,506, or \$2.02 a share on 176,990 shares of common stock compared with \$411,788 or \$2.07 a share on 177,366 shares of common in 1938 while dividends paid in 1939 totaled \$88,662 on the common stock and \$54,075 on preferred, compared to \$86,325 and \$44,189 respectively in 1938. Total current assets were \$3,289,087 and current liabilities were \$687,213 giving working capital of \$2,601,874. A year ago, current assets showed \$2,675,228 and liabilities \$328,177; working capital \$2,347,051.

Sales in 1939 amounted to \$15,377,642, marking a gain of 15.8 percent over 1938. Of the total, \$14,579,988 represented household retail sales and \$797,654 were industrial sales. A tabulation of sales and profits year by year since 1930 demonstrated how Fuller Brush had built up from a loss of \$28,350 in 1932 to the current showing of more than \$411,000. The low point in household sales was \$4,795,860 in 1933 and \$403,542 industrial sales for 1932. The company paid taxes for the year 1939 amounting to \$342,673.

Regulation

CONNECTICUT'S NEW Elevator Code has just been adopted and put in force by the State Labor Department after a public hearing and numerous individual conferences of industrial, commercial and mercantile elevator owners and their engineers had conferred with representatives of the State Labor Department. The Manufacturers' Association of Connecticut, with the cooperation of the Hartford Chamber of Commerce, and other organizations, sought for more than a month to aid the Labor Department in making the code practical and workable while at the same time retaining features giving adequate safety without laying undue burdens upon industry, wholesale, and mercantile elevator owners. It is expected that the new code covering existing elevators will require changes in some 300 present installations.

Safety

THIRTEEN MERIDEN and Wallingford factories scored perfect accident-free records in the period just closed in the Meriden Foremen's Club's accident-prevention contest. Factories with perfect records were: Air Devices

Corporation, Cuno Engineering Corporation, Horton Printing Company, Factories K and L, International Silver Company, Kelsey Company, Manning Bowman Company, Meriden Gravure Company, Packer Machine Company, Shaw Paper Box Company, Tredennick Paint Company, Wolf's New Process Company, and the Wallingford Company.

★ ★ ★

SAFETY WAS stressed at a recent meeting of approximately 125 supervisors and foremen and their assistant machine setters of the Stanley Tool Division of the Stanley Works, New Britain. E. V. Higbee, superintendent, the only speaker of the evening, reported "the plant enjoyed a satisfactory safety year" and stressed the need for continuous foresight and care on the part of employees in order that conditions causing accidents may be changed prior to their incident. The safety committee of Stanley Tools Division who were in charge of the meeting are as follows: Edmund J. Stack, chairman; Joseph M. Hance, secretary; Ralph J. Newton, Robert M. Andrews, Leroy E. Linsley, Ora C. Edgerly, Carl A. Rittner, Oscar Noren, Clifford Overstrom, William Wolf, Douglas Brown and Miss Ruby Nelson, R. N.

Stork

A NEW catalog showing modern air-control instruments and their applications No. 4050, has just been released for distribution by the Bristol Company, manufacturers of control instruments, Waterbury, Connecticut. Special attention is given to Bristol's Free-Vane Principle of operation in air-control. The various models for the control of temperature, pressure, flow, liquid level, draft, humidity, and pH value are illustrated and fully described. Catalog may be obtained upon request of the company.

★ ★ ★

FAFNIR BEARING Company of New Britain has contributed to speeding up rail transportation by its new bearing productions, most recent of which is 160 Fafnir journal boxes, now being used eight to the coach on 20 coaches of the Chicago & Northwestern Railroad's new "400" streamliner train which now travels the 400 miles distance between Chicago and Minneapolis in 400 minutes. The company has produced these journal boxes

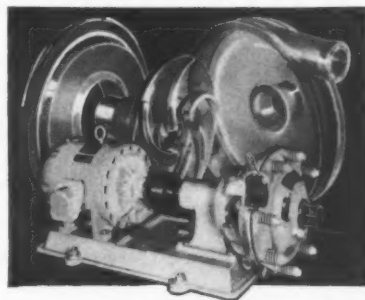
for numerous railroads throughout the country for many years.

★ ★ ★

A NEW machine which, if successful, will revolutionize certain operations in book production, has just been designed and built by the Smyth Manufacturing Company, Hartford. The apparatus, the largest ever designed by the company, is now being tried in a large book making plant, according to President Mitchell S. Little. Mr. Little also announced that another machine, smaller than the former, will be ready for delivery to the book binding trade July 1. It is designed for assembling books in their covers. The addition of the two machines enables the company to anticipate an active year, regardless of the wars in Europe which are having an adverse effect on the company's foreign business, said Mr. Little to stockholders at a recent meeting.

★ ★ ★

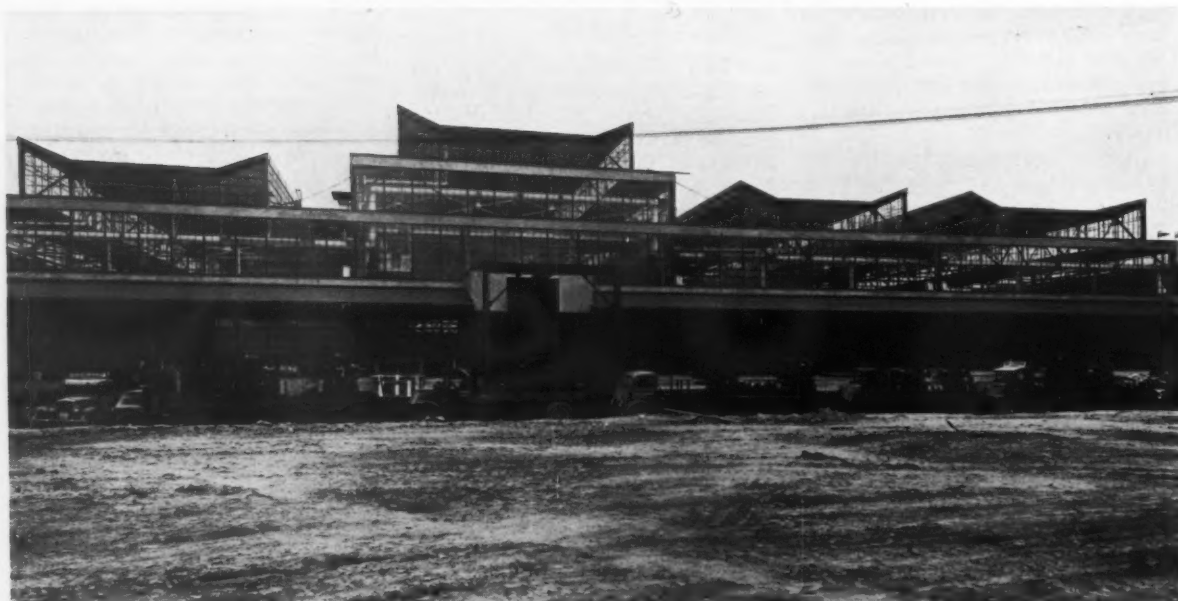
A NEW kind of pump, the Nash Glass Centrifugal, with the mechanical advantages of metal and the chemical advantages of glass, has recently been designed and manufactured by the Nash Engineering Company, South Norwalk. This product is an outstanding contribution to the chemical, food and process industries. The pump is ideal for the following uses: Handling of food or a chemical product under the most sanitary conditions where the product handled must remain chemically unchanged; pumping of corrosive acids of the type that



destroy metal pipes and pumps and thus carry corrosion impurities into the fluids which may completely change chemical reactions and the resulting product; laboratory use. Made of "Pyrex" heat and shock resisting glass, the pump impeller and casing are not affected by temperatures up to 150° F. in standard design, and 200° F. in special design, thus allowing the pumping of hot acids or brine cooled liquids with equal facility.

ROGER SHERMAN

TRANSFER CO.



ROGER SHERMAN trucks after unloading machinery at the new Pratt and Whitney plant in West Hartford.

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CRANES up to 60 ton capacity

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Hamilton Standard Propeller
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New Departure Mfg. Co.
New Britain - Gridley Machine Co.

HARTFORD

8-4153

NEW HAVEN

6-1368

DEPARTMENTS

Accounting Hints For Management

Contributed by Hartford Chapter, N. A. C. A.

New Resolutions. It is still early enough in the year to indulge in a brief period of introspection and to adopt new resolutions for the year 1940. By way of provoking self-examination the following queries are posed:

Do you plan your work ahead—a month, a week, a day?

Do you budget your time as to various activities—conferences, interviews, departmental problems, administrative functions, vision, etc.?

Do you rely upon operating and accounting reports for information about the organization, or do you keep in close personal touch with it?

Do you understand the financial reports that are submitted to you and do you adequately study them?

Do you issue instructions and delegate responsibility in clear and definite form?

Have you designated men as understudies for the "key" positions in your organization?

Do you keep in touch with your trade associations, read technical papers, and maintain contacts with individuals outside of your own company in order to keep abreast of the times in your industry?

Do you give reasonably prompt and definite decisions or do you procrastinate?

★ ★ ★

The Natural Business Year. Notwithstanding its general use the calendar year is not the natural business year for a large portion of American business. For every branch of industry or commerce there is a natural business year which should be selected as its fiscal year. The proper business year for any particular enterprise represents the twelve consecutive months which end when its business activities have reached the lowest point in their annual cycle. The close of the annual cycle of operations, either manufacturing or processing enterprise, will generally be marked by low inventories of raw materials, goods in process, and finished goods. In other words, the inventory as a whole will be at the an-

nual minimum volume. This fact facilitates verification of inventories by actual physical check-up. Likewise receivables are likely to be at their most liquidated status at such a time so that a better appraisal or valuation of unpaid accounts can be made.

The desirability and advantages of the natural business year would seem to be very obvious. Misinformation or inertia is responsible for many business concerns continuing to use a calendar year basis of reporting when every consideration of efficiency and economy would call for the adoption of a different reporting period.

When income tax laws and regulations were first put into operation the Treasury Department insisted on calendar tax returns as a result of which many companies formerly using fiscal

year dates revised their accounts to conform to the required calendar year tax period. In subsequent years, however, the Revenue Acts themselves permitted fiscal year filing of tax returns but the disruption caused by the earlier regulations has not as yet been entirely repaired.

Viewed from every conceivable angle it is difficult to understand the slowness in adjusting this absurd situation. Sound business management would appear to dictate that each concern weigh this question with respect to its own operations.

★ ★ ★

Organizing a Cost Department. The March meeting of Hartford Chapter, N. A. C. A., should prove of unusual interest to members of the Manufacturers' Association. The subject will be "Organizing a Cost Department." Mr. Ernest R. Dayton, Comptroller, Russell Manufacturing Company, Middletown, Connecticut, will be the speaker. The meeting will be held March 19, 1940.

Transportation

By NORRIS W. FORD, Traffic Manager

New England Petitions. As counsel for the New England Governors' Railroad Freight Rate Committee, Mr. Harry Ames recently filed a petition with the Interstate Commerce Commission, asking for reopening and reconsideration of the report in Docket No. 27746, commonly known as the Southern Governors' Case. Similar petitions have previously been filed on behalf of other northern shippers' groups as well as the railroads in Official Territory. The Commission postponed the effective date of its order in this proceeding from March 1 to April 1, 1940.

★ ★ ★

Accidents Drop. A report has been issued by the Interstate Commerce Commission covering motor carrier accidents for the year 1938, which showed that motor trucks were involved in 31 percent less accidents during the year covered by the report than in 1937.

★ ★ ★

Forwarders Short on Proof. A recent report of the Interstate Commerce

Commission holds that the National Carloading Corporation failed to establish that its operations had been or are those of a common carrier by motor vehicle or a contract carrier by motor vehicle under the Motor Carrier Act 1935.

★ ★ ★

Miller Favored for ICC. President Roosevelt has sent the name of Carroll Miller of Pennsylvania to the senate for reappointment as an Interstate Commerce Commissioner for the term ending December 31, 1946. Mr. Miller's first term expired December 31, 1939.

★ ★ ★

LCL Rates Reduced. Although it refused to suspend rates published on behalf of certain eastern railroads, including the Pennsylvania, the Baltimore and Ohio, and Norfolk and Western, which were reduced to meet the competition of freight forwarders and were scheduled to become effective on January 22, 1940, the Commission in Docket No. 28415 has ordered an investigation of the rates. No date has been set for hearing.

The tariffs under consideration contain class and commodity rates on less-than-carload or any-quantity shipments from and to New York; Baltimore; Buffalo; Pittsburgh; Philadelphia; Cleveland; Columbus; Detroit; Chicago; St. Louis and various other points in Official Territory. The reduced rates are generally about 5 cents per 100 pounds under the normal railroad rates and are confined to traffic moving at rates not lower than fourth class.

★ ★ ★

Status—Pick-up and Delivery. The status of motor carriers performing pick-up and delivery has been uncertain since the inception of the Motor Carrier Act. In the Scott Brothers Case, the Commission held that motor carriers performing collection and delivery service for rail carriers within a terminal area were not subject to the Motor Carrier Act. The theory of this decision apparently was that such service is a part of the rail service and hence subject to regulation under Part 1.

The question of the status of motor carriers performing collection and delivery service for line-haul motor carriers was considered by the Commission in the application of Dick's Transfer and Truck Terminal, wherein Division 5, by a divided vote, determined that an applicant whose services were confined to collection and delivery for line-haul motor carriers was a contract carrier as defined in the act. This case was reopened for further consideration and the entire Commission has reversed the findings of Division 5, holding that the service of applicant is that of a

common carrier. The effect of the two decisions is to place common carriers performing pick-up and delivery service for rail carriers under Part 1 of the Act and similar carriers performing pick-up and delivery service for line-haul motor carriers under the provisions of Part 2 of the Act relating to common carriers rather than contract carriers.

★ ★ ★

Died. Harry L. Beaudry, traffic manager of the Gilbert & Barker Manufacturing Company of Springfield, Massachusetts, passed away suddenly on Monday morning, February 5. Mr. Beaudry was well known in transportation circles, having been active in the affairs of the New England Traffic League and interested in all traffic matters having general application. He will be missed by a large group of friends.

★ ★ ★

Motor Rates Upped. General increases of motor carrier class rates between key points in Central Territory were ordered by the Motor Carrier Division of the Interstate Commerce Commission effective March 15. As a result, rail, truck and forwarder class rates in the territory are expected to be stabilized at the rail level which was in effect prior to reductions instituted January 22 by the Pennsylvania, Baltimore and Ohio and other railroads to meet forwarder competition.

★ ★ ★

ICC Submits Views on S-2009. Both the House and Senate versions of the Omnibus Transportation Bill S-2009 are now before a conference

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**AMERICAN-HAWAIIAN STEAMSHIP
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committee. The Interstate Commerce Commission recently submitted a 148-page report containing its views on each of the provisions contained in the two bills. The Commission indicated its preference for the House measure chiefly because it merely amends the present act, whereas the Senate version proposes a recodification of the Interstate Commerce Commission Act. It believes that codification of the act ultimately should be effected but that the Senate bill was hastily drawn and that work of this character should be done with great deliberation. It is proposed that the Commission shall be given jurisdiction over water carriers for the first time and that the Commission should gain some experience in this field prior to codification of the act. Special emphasis was placed on recommended amendments with respect to exemption of motor carrier operations within a single state; organization and procedure of the Interstate Commerce Commission; the burden of proof in rate cases; the provision governing rate reductions; hours of service of motor carrier employees; provisions governing certificates and permits of motor carriers; and provisions of the long-and-short haul.

★ ★ ★

Recommend Lower Rail Rates. Chairman Joseph B. Eastman and Commissioners Alldredge and Caskie of the Interstate Commerce Commission have recommended that truck rates on naval stores from Mississippi points to gulf ports should be pegged one or two cents higher than rail rates. This position was stated in a 6 to 5 decision in Docket No. 27571, which authorized

reductions in rail rates in general from 11 cents to 6 cents on rosin and from 22 cents to 9 cents on pine oil.

After discussing cost studies undertaken by the Interstate Commerce Commission personnel, the chairman asserted the record "fully justifies a spread between the rail rates and the truck rates of 2 cents per 100 pounds, the latter to be higher than the former by that amount." It was generally agreed that there was keen competition for the traffic under consideration. In support of his recommendation for "pegging" the rates, Chairman Eastman pointed out that the trucks have advantages over the railroads "in the way of faster service, lower minima, and less expense to the shipper in loading and unloading."

★ ★ ★

Respondent Not Required to Prove Rate. The Interstate Commerce Commission has just ruled that the Motor Carrier Act does not place on the respondent carrier the burden of proving that a proposed reduced rate is just and reasonable. Moreover, the Commission stated the act contains no authority "for us to find a proposed reduced rate to be unlawful merely because the respondent has not borne a supposed burden of justification." This was the first time the Commission had ruled formally on the question since the Motor Carrier Act was amended in 1938 to require a proponent of an increased rate to assume the burden of justifying the higher rate. In its ruling the Commission did not stipulate to what extent a proponent of a reduced rate will be relied on for evidence concerning the rate's reasonableness. It

did state, however, that it will continue its practice of having the proponent of the reduced rate "proceed with a disclosure of the reasons for the change."

★ ★ ★

Passenger Fares Reduced. Reduction in coach passenger fares on the "New Haven" Road and on all eastern railroads to two cents per mile will become effective March 25.

Additional Working Capital at No Cost!

Sounds silly, doesn't it? Nevertheless many manufacturers find that by converting receivables into cash, the added volume or discounts taken makes possible income considerably in excess of the discount cost. Supposing your purchases for a month were

\$5,000.00

Discounts taken at

2% 100.00

Cost of our funds for that purpose 50.00

EXTRA PROFIT FOR YOU 50.00

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MANAGEMENT ENGINEERS

STATLER BUILDING

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BUSINESS PATTERN

During January, the index of business activity in Connecticut declined $1\frac{1}{2}$ points below December to stand at $6\frac{1}{2}\%$ above the estimated normal.

The index of industrial activity in the United States likewise declined, receding 5 points from last month to stand at 6% below the estimated normal.

Available information for February indicates a further marked recession, the weekly index of business activity showing a substantial drop for the first

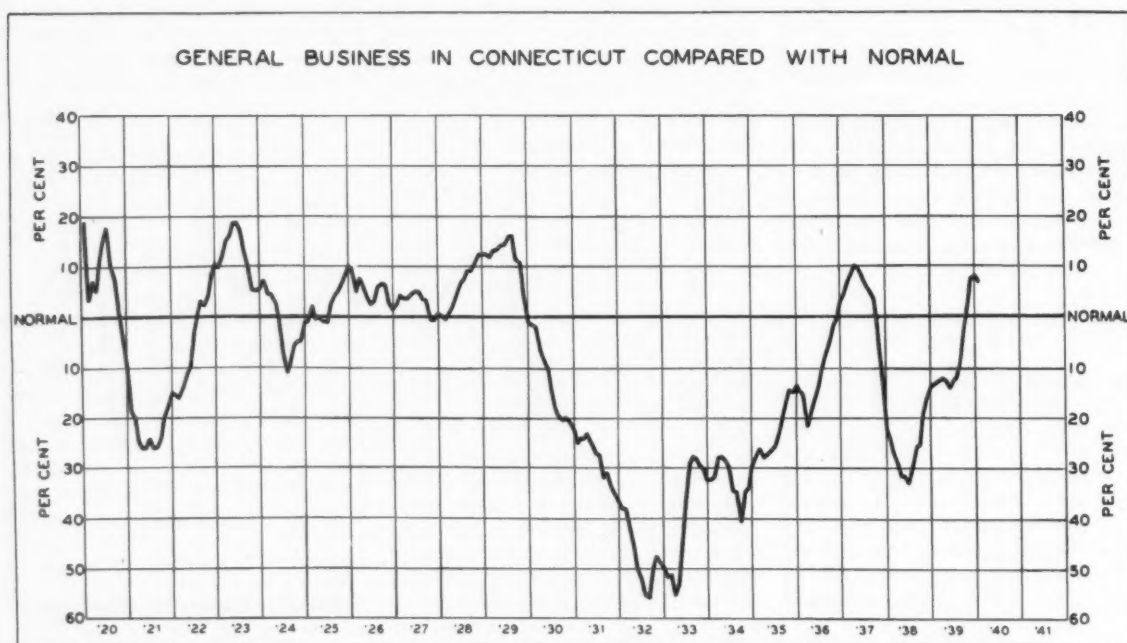
Factory employment, after seasonal adjustment, was maintained at close to the level of December. Employment in Bridgeport and Waterbury manufacturing concerns was less than for the previous month, but in Bristol, Hartford and New Britain, factory employment experienced minor gains. All, however, were substantially higher than a year ago.

Cotton mill activity in the State eased moderately but remained above the estimated normal.

of a store and office building to cost \$100,000.

Real estate sales in 37 cities and towns in Connecticut during January were 45% higher than a year ago, and the highest for any January since 1930.

Weekly automobile production in the United States, although not as high as for December, was 21% higher than for January a year ago, and according to available data, above any January on record. During early Feb-



half of the month. For the first six weeks of this year, business activity has lost approximately one-half of the advance made during the last four months of 1939.

Manufacturing activity in Connecticut showed little change from December.

The index of man-hours worked in factories in the State remained at the same level as the previous month, although the trend in the different cities was mixed.

Factories in Bristol and Hartford showed increases in the number of man-hours worked of 3% and 5%, respectively, while in Bridgeport and New Britain, activity was below the previous month.

Freight carloadings originating in 13 Connecticut cities dropped 5 points from December after adjustment for seasonal variation.

Metal tonnage carried by the New Haven Road continued the sharp contraction experienced during the preceding month.

Construction activity in the State, adjusted for the usual seasonal variation, improved slightly over December.

In Norwalk, the general contract was awarded for a housing project under the United States Housing Administration amounting to \$442,000, while in Stamford, the Singer Sewing Machine Company has awarded the general contract for the construction

of a store and office building to cost \$100,000. In January, production declined contraseasonally, but an output of 360,000 cars is predicted for the month or 20,000 above earlier estimates.

The daily production of pig iron declined 4% from December, after seasonal adjustment. Although less than the three preceding months, it was the highest January on record.

Preliminary data indicate that the export trade for January was 70% above the same month last year. Buying operations by the warring nations are on a smaller scale than in the World War, but sales are mounting rapidly. The greatest advances reflected in the January gain over last year were in raw cotton, metals and metal manufactures.

• HINTS *For* EXPORTERS



By MAHLON ASHFORD, *Foreign Trade Manager*

Foreign Trade in 1939. Statistics may not always be of general interest, but we must admit that they are rather useful. Three billion, one hundred seventy-seven million dollars' worth of American goods were exported last year, which represents a gain of approximately 3% over 1938. Exports for 1938 were \$3,094,000,000. The greatest increase occurred during the last four months of the year, dating from the outbreak of hostilities in Europe. The increase was 23%.

Imports in 1939 were \$2,318,000,000, as compared to \$1,960,000,000 in 1938. A further break-down by broad geographical areas follows:

Exports 1939	
Europe	\$1,285,994,000
Asia & Oceania	640,301,000
Latin America	633,421,000
North of U. S.	502,517,000
Africa	115,110,000
Imports 1939	
Europe	\$ 617,329,000
Asia & Oceania	726,152,000
Latin America	548,772,000
North of U. S.	349,367,000
Africa	76,638,000

Junior College. Thirty students have already enrolled in the course where they may benefit from the long experience in foreign trade of H. F. Beebe, Export Manager of Winchester Repeating Arms Company, who is the instructor.

Japan's Bid for Trade. A rather significant item has come to our attention relative to Japan's drive to promote its foreign trade. The Japanese Chamber of Commerce would limit the supply of materials for the general public in order to intensify their exports based on quality instead of quantity.

Exports 1938	
Europe	\$1,325,943,000
Asia & Oceania	610,439,000
Latin America	546,137,000
North of U. S.	475,572,000
Africa	118,350,000

Imports 1938	
Europe	\$ 567,226,000
Asia & Oceania	585,692,000
Latin America	485,335,000
North of U. S.	267,504,000
Africa	54,671,000

Calendar of Events. The Export Managers Club of New York, Inc. Annual Get-together, March 26th., Hotel Pennsylvania, New York. Pan-American Week, April 8-15. Commemorates 50th anniversary founding of the Pan-American Union of the 21 American republics.

National Foreign Trade Week, May 19-25, including Sixth Annual Observance. Twenty-seventh National Foreign Trade Convention, San Francisco, California. July 29, 30 and 31.

Foreign Trade Course. The January issue of CONNECTICUT INDUSTRY discussed at some length the new course in foreign trade now being conducted by the Association and the New Haven

Tallest Building in Latin America. Should plans, now being formulated by business interests in Rio de Janeiro, be carried to full fruition, this second largest city in South America will have the tallest building in all Latin America. The structure will have over 400,000 sq. ft. of floor space. It will contain a theater, small shops, a hotel and offices. Estimated cost of construction is \$2,500,000.

Sales Forecast Good for Panama. The Department of Commerce has recently stressed Panama as a good market for American products. Perfumery, toilet soaps, medicinals, and pharmaceuticals have been given

special mention. Present trends point to a good year in Panama.

Air Service U. S.-Scandinavia. For several years plans have been in the formative stage for establishing a trans-Atlantic air service between the United States and Scandinavia. The interested parties are now in active negotiation. Should these plans emerge into an actuality, the service would be initiated with one plane a week and the flying time would be 26½ hours from east to west and 23½ hours from west to east.

For Longer Terms in Latin America. In a recent issue of *Export Trade and Shipper*, Mr. M. D. Bromberg, President of M. D. Bromberg & Associates, Inc., New York, international publishers' representatives, submitted therein a thought-provoking article. We quote the article in full.

"My recent trip through South America has left very firmly implanted in my mind a thought in which, it struck me, the average American exporter should be vitally interested.

"During the existence of the present European war, American manufacturers can undoubtedly secure the lion's share of South American business, but to hold that business after the war is over is an entirely different and more difficult proposition.

"While lower price is a very considerable factor, the question of what we Americans consider long-term credits is a much more important consideration. South American business has been accustomed for generations to credits of 90 days to six months, and even longer, from European sources and their commerce is geared on that basis. This is due primarily to the fact that they are comparatively new countries with raw materials as their main products.

"To overcome this difficulty, the

(Continued on page 24)

INDUSTRY TO LAUNCH HIGHWAY SAFETY CAMPAIGN

A NEW approach to highway safety, in which an endeavor will be made to transfer the safe practices acquired in the factory to the operation of automobiles, will be launched by Connecticut's manufacturers this year. The new campaign will start when leading safety engineers from the various manufacturing plants throughout the State convene at the Highway Safety Conference sponsored by the Highway Safety Commission in New Haven, March 27.

Following the first safety conference held in 1938, the manufacturers of the State put into effect a safe drivers' contest, awarding gasoline prizes to those employees showing the greatest mileage at the end of two six months' periods without a reportable accident or violation of the traffic laws, and at the end of each period, a certificate signed by the Governor was awarded to the employee having the highest mileage. In addition, drivers who operated their cars for one year without reportable mishap or traffic violation received certificates signed by the chairman of the Highway Safety Commission and the Commissioner of Motor Vehicles.

While that contest stimulated considerable interest in highway safety, the manufacturers felt that a fresh approach would serve to keep interest at a high point. The factory, they felt, helps to build in each employee a con-

sciousness of the need and desirability of following safe practices. Hence, why not try to translate this safety consciousness into terms of driving an automobile instead of operating a machine?

In order to prepare a program and to make arrangements to insure a large attendance of manufacturers, the following committee was appointed: Starr Barnum, President of Bigelow Company, New Haven, chairman; C. G. Bill, Vice President of the Connecticut Power Company, Unionville; Herbert Walker, Industrial Relations and Employment Manager, Colt's Patent Firearms Manufacturing Company, Hartford; F. Goodchild, President, J. & J. Cash, Inc., South Norwalk; J. D. Heffernan, Director of Traffic and Outside Transportation, Scovill Manufacturing Company, Waterbury; N. W. Ford, Traffic Manager, Manufacturers' Association of Connecticut, Inc., Hartford, and Dudley S. Ingraham, Vice President and Treasurer, The E. Ingraham Company, Bristol.

The tentative program already outlined includes: Miller McClintock, Yale Bureau for Street Traffic Research, presiding, and talks will be given by Commissioner of Motor Vehicles, Michael A. Connor; Edward Grannis, National Conservation Bureau; H. W. Heinrich, Travelers Insurance Company, and Starr Barnum.

HINTS FOR EXPORTERS

(Continued from page 23)

solution would seem to be not loans by the American Government to South American republics but some reasonable and satisfactory method of financing the sales of American manufacturers to South American firms, with first class credit ratings, but who require for their proper purposes credits running from three to six months or even somewhat longer where absolutely essential.

"The ideal solution would undoubtedly be for American banks to finance such sales for the American manufacturers on a strictly business

basis in the same manner as European bankers have handled that situation in the past for European manufacturers—but if that could not be done under the existing circumstances, then the American Government might help in this connection through the Export-Import Bank or in some other form. I am frank to admit that I am neither a financial expert nor an expert economist, but this subject of long-term credits for Latin-America has become so firmly impressed upon me as being of the utmost importance in the best interests of American business, that I believe it should be thoroughly discussed from all angles to arrive at a proper solution as this matter has not been properly solved to date for purposes of American industry."

Committee Meetings Scheduled.

The Foreign Trade Committee of the Association will hold its March meeting on the 14th at Hotel Burritt, New Britain; its April meeting on the 12th, Waterbury Club, Waterbury; and the May meeting on the 24th at the University Club, Hartford.

In each instance dinner will be held at 6:30 p. m., after which the meeting will be convened. Export men or members interested in attending the dinner prior to the meeting, should communicate with the Association's Foreign Trade Manager, several days prior to the meeting they wish to attend.

WARREN McARTHUR

(Continued from page 4)

latter groups have been especially good sources of sales, since the design trend in the current modernization of the American home and business environment was definitely forecast a few years ago when the Committee of Allied Arts of the American Institute of Architects chose the designs of Warren McArthur for preferred display at their convention at Old Point Comfort, Virginia. Justification for such endorsement, according to the management of the company, is due to its basic attributes of beauty, economy, and light mobility, which gives it an element of value that cannot be measured in terms of price. The "proof of the pudding" is to be found in the long list of purchasers which reads like Who's Who in the business, sporting, military, shipping and social world.

EMPLOYMENT. Seven years a hobby, from 1923 to 1930, with anywhere from two to twenty assistants and ten years a business, when 30 to 40 workers were employed—during the first eight years, the Warren McArthur patented idea has expanded to give a livelihood to 70 persons. If business continues to expand, as is now indicated, many more people will be employed before the end of this year. Connecticut industry needs more hobbies that will blossom into a \$500,000 annual sales volume in a decade.

Present officers of Warren McArthur Corporation are: Warren McArthur, President; Harmon Lewis, Vice President; Otto Crouse, Secretary; P. Erich Plehn, Treasurer and Manager.

CHEMURGIC NEWS

Paper Milk Containers

HOUSEWIVES in Brooklyn, New York, are now able to buy milk in two-quart cardboard containers at a saving of one and one-half cents a quart. Both the Borden Company and Sheffield Farms Company are adopting this new departure in the distribution of milk. Gradually two-quart paper bottles will be made available to housewives in other parts of New York City.

The development of this new idea will be gradual, because the companies which make the cardboard containers are unable immediately to fill large orders for containers that would be necessary to supply everyone.

The possibilities of two-quart cardboard bottles are exceedingly interesting. Most important, naturally, is the money-saving to consumers, but it also decreases the amount of labor for the milk driver. It is estimated that the average driver handling milk in glass bottles has to lift 12 tons every week, and that the complete substitution of cardboard bottles would cut his weekly lifting exercise to 5 tons. It is expected that the lessened weight of cardboard containers will give drivers more time to act as salesmen, which will be to the advantage of the drivers as they are partly paid in commissions.

From the Housewife's point of view, the new container will be handy. It is round or rectangular in shape, light in weight, and easy to handle, and takes up no more space in the refrigerator than a one-quart bottle. They will also welcome the release from the washing of bottles and putting them out. Cardboard containers are used but once.

From the farmer's point of view a new market has been provided for the products of his farm woodlot, and a possible increased market for his milk.

Plastic Automobile Bodies

At Needham Heights, Massachusetts, a group of chemists formed a company called the Dispersion Products, Inc., and obtained an exclusive license for the Carter's process of making the Carterite plastic. These chemists have made many products by using kraft paper with a high percentage of phenolic resin. It was particularly suited for big trays used in

By ERNEST L. LITTLE, *Managing Director,*

National Farm Chemurgic Council

Editor's Note. This department, published intermittently for the past nine months, seeks to acquaint farmers, manufacturers, students and the general public with the rapid advances being made in the transformation of farm wastes and new crops through chemistry into materials that may be processed into new products by industry. Like the National Farm Chemurgic Council, *Connecticut Industry* believes that much can be done toward solving the "farm problem" and increasing the prosperity of the nation by advancing the industrial use of American farm products through applied science.

cafeterias, Mickey Mouse balloons and printing plates.

Now they are working on two new ideas. The first is a Carterite-molded, one-piece refrigerator door liner which previously has been made of enameled steel; the other is the molding of a

come a "Cinderella" of the lumber and paper industries as a result of the Federal Government's research into its plastic possibilities.

At the United States Forest Products Laboratory at Madison, where experiments have been carried on for more than ten years, research workers have reported that this new plastic, low in cost, might supplant wood and steel as well as other elements in the automobile, electrical, building, furniture and other industries.

The dashboard and steering wheel, perhaps even the doors and smaller panels on your next car, might be made of lignin plastic. It has been found satisfactory for electrical insulation, wallboard, large paneling surfaces, radio knobs, gun stocks and hundreds of novelty items.

Lignin is produced by "cooking" the caustic solvents out of sawdust or the waste material left after pulp and paper operations. When dried it turns to a brownish powder. When heat and pressure are applied it forms a solid, durable, anti-absorbent plastic which appears to be black but which is really dark brown.

Its cost has been estimated to be one-fourth that of molding powders now on the market. It contracts and expands very little, withstands hard blows, can be molded easily, which is important in cutting down the number of operations necessary on wood and steel products. It absorbs little moisture and is a non-conductor of electricity. It will burn, but much more slowly than wood.

Perfumery and Cosmetic Herbs

By far the world's greatest consumer of perfumes and cosmetics, we import nearly all basic material required from the four corners of the earth. The



THE researcher in Chemurgy seeks new uses (mostly industrial) for farm products and new crops for old, that agriculture, industry and the entire nation may enjoy greater prosperity.

trunk cover for the rear end of an automobile.

It is the last development which leads both chemists and automobile manufacturers to believe that Carterite can be extended to make fenders, door panels and other parts of the automobile. And perhaps eventually, the whole auto body itself.

Lignin Plastics

Lignin, a wood derivative long discarded as the waste material, may be-

Balkans, Southern France, the Mediterranean countries and Asia Minor supply most of it. But over a hundred flowers, plants, grasses, fruits, and mosses from which the essential oils and plant derivatives used in the gigantic perfume industry can be and are being produced in Florida, California and other sections of our country, although not on a commercial scale. There is good reason to believe that only American enterprise, research and experimentation, are needed to add perfume plant production to the list of farm chemurgic products.

Many private perfume manufacturers now grow their own herbs and flowers and extract their own scent bases. They have already demonstrated the feasibility of such production in a small way, particularly in the Eastern states.

One New York woman perfume manufacturer, with an assured position in the trade today, began with garden herbs, with which she continued until perfumes required her entire time. Another has developed a trade of the most exclusive type for old-fashioned flower perfumes, as a side-business from a nationally known plant and nursery firm.

It may be but a step from the fragrant garden of our childhood to profitable production of perfume essentials for Milady of Maine Street, grown in American fields from Maine to California, if problems of production and marketing are approached with chemurgic understanding.

INDUSTRY HONORS ITS PIONEERS

(Continued from page 9)

nology who ventures into the unknown and conquers it, with benefit to society, is even more deserving of honor than the pioneer on the geographical frontier of yesterday and the soldier who performs daring feats on the battlefield, the National Association of Manufacturers instituted a search for these unsung heroes of workshop and laboratory early last fall. Nominations for the Modern Pioneer nominations were solicited throughout the nation and more than a thousand of them poured into the office of the Association from all parts of the country until nominations were closed on December 1, 1939. They then were turned over to an independent committee of eminent scientists—Karl T. Compton, President,

Massachusetts Institute of Technology, chairman; Forest R. Moulton, Permanent Secretary, American Association for Advancement of Science; George B. Pegram, Dean, Graduate Faculties of Columbia University; John T. Tate, Dean, College of Science, Literature and the Arts of the University of Minnesota; Edward R. Weidlein, Director, Mellon Institute; and Frank C. Whitmore, Dean, School of Chemistry and Physics of Pennsylvania State College. After more than two months of study, approximately 500 were selected to receive "Modern Pioneer" Scrolls of Achievement, and some 19 received additional honors in the form of a bronze plaque for their accomplishments, judged to be particularly outstanding by the Awards Committee. The National Modern Pioneers dinner was held at the Waldorf-Astoria Hotel in New York, Tuesday evening, February 27.

Connecticut men honored at the Connecticut Modern Pioneers Banquet included five from Hartford, three from Bridgeport, and one each from Bristol, New Haven, Stamford, Ansonia and Fairfield. Two men were chosen from each of two factories, Hamilton Standard Propeller Division of United Aircraft Corporation in East Hartford, and the Bullard Company in Bridgeport. Photos of the pioneers and the particular spheres of their accomplishments appear on this and the following page.

On the program, designed to pay tribute to Connecticut Inventors, were the following: Graham H. Anthony, President of Veeder-Root, Inc., Hartford, Director of the National Association of Manufacturers and Member of the National Modern Pioneers Committee sponsoring the nationwide movement to honor American pioneers in industry; Samuel M. Stone, President, Colt's Patent Fire Arms Mfg. Company, Hartford, First President and Trustee Industrial Memorials, Inc.; E. Kent Hubbard, President, Manufacturers Association of Connecticut, Inc.; Frederick U. Conard, Vice President, Underwood-Elliott-Fisher Company, Hartford, Vice President and Chairman Public Relations Committee Hartford County Mfg Ass'n; Raoul E. Desvernine, President, Crucible Steel Company of America; and His Excellency Raymond E. Baldwin, Governor of Connecticut. The addresses of Raoul E. Desvernine and Governor Baldwin, including the Governor's remarks in presenting "Scrolls of Achievement" were broadcast over WHTT, radio sta-

tion of the Hartford Times. Clayton R. Burt, President of Niles-Bement-Pond Company and Chairman of the Connecticut Modern Pioneers Committee, acted as toastmaster. He read several telegrams, one of which was received from the Secretary of Commerce, Harry L. Hopkins, who conveyed his "heartly congratulations" to Connecticut's Modern Pioneers.

The Modern Pioneers program dramatized our heritage in the U. S. Patent System which stimulated the kind of pioneering that has pushed forward man's knowledge of the useful arts and sciences and turned it into productive uses to a far greater degree in the United States than in any other nation of the world. The program further stressed that the patent system, perhaps better than any other American institution, typified the American principle of reward for individual initiative—the chief factor in the development of the world's greatest material progress in America.

Editor's Note. Addresses of any of the speakers may be had on request, with only slight delay, in the event demand exceeds the present supply of mimeographed copies.

PRATT & WHITNEY

(Continued from page 8)

tal equipment while enjoying the constantly improving American standard of living.

Moving

Since the story of the Roger Sherman Transfer Company's part in moving some 2300 machines weighing 23,000 tons in less than 90 days, is scheduled to be told in word and picture in the April issue of CONNECTICUT INDUSTRY, we review briefly the planning job done by Pratt & Whitney engineers and a few highlights concerning moving methods. As may be imagined it was no small job to move this quantity of machinery from 23 multi-story buildings two and one-half miles across Hartford into the new quarters.

Planned months in advance, with machine lay-outs in the new plant worked out in complete detail long before the new building was ready, it only became a matter of applying the expert movers' technique and skill of improvising to move the numbered machines into the rectangles of the same number in the new plant. Job

(Continued on page 27)

by job, the movers picked up the machines on temporary skids, dragged them behind tractors to waiting trucks which carried them across the city to the new receiving room. Here more tractors hooked on and dragged them to their proper places where millwrights and electricians began work immediately to hook them up for production. The speediest moving time on record was the case where a grinder operator shut off his machine at nine o'clock in the morning at the old plant and turned on the power at four in the afternoon in the new plant.

Moving of the machine shop was started on October 9 and completed during the latter part of November. The Small Tool and Gage Departments began moving on October 31. Day after day anywhere from 15 to 25 big red trucks rolled continuously back and forth, and at times were moving into the new plant at the rate of three a minute. The last section to be moved from the old plant to the new was the office. Clayton R. Burt, President, was the last man to leave the old plant and move into the new Administration Building, and was installed in his new offices amid a huge demonstration of congratulatory messages and flowers on December 18, 1939.

Open House

Two days after President Burt had seated himself behind his desk at the new Administration Building, he announced a five-day open house for the families of the company's 2600 employees and the public, and the celebration of the company's 80th anniversary. The first two days, or January 22 and 23, were reserved for visitation of families and friends of machinery department employees and small tool and gage divisions employees. All departments were in full operation during the open hours from 2 to 5 p. m.

The public was invited to visit the plant on Wednesday, Thursday and Friday, January 24, 25, and 26 between the hours of 2 and 5 p. m. More than 10,000 people were estimated to have passed through this vast fourth home to be occupied by Pratt and Whitney Company since its founding in 1860 in a small room on Potter Street, where the founders, Francis A. Pratt and Amos Whitney, worked together after hours on their jobs at the old Phoenix Iron Works.

Yes, Pratt and Whitney has moved on—a long way on from one outgrown shell of precision learning, capitalization and housing to the largest

and best equipped plant of its kind in the nation. There, even greater miracles in machine tool, small tool and gage design and construction may be expected in the regular course of their march of progress.

LEGISLATION

By PAUL ADAMS

Action. The Appropriation Bill passed the House with the President's Budget slashed \$94,000,000 and three executive agencies eliminated—National Resources Planning Board, Office of Government Reports, and Council of Personnel Administration. The Senate put the Resources Planning Board back in for \$710,000 and sent the Appropriation Bill to the House for further action.

On the Fire. The Reciprocal Trade program is expected to be continued by the House with no important changes, but a battle uncertain is predicted in the Senate.

Shall we help Finland? Shall we invoke the Neutrality Act against participants in undeclared war? These are the questions Congress seems most concerned about.

The Walter-Logan Administrative Reform bill is still being pushed by its advocates. The administration is attempting to retard action, but the supporters continue to press favorable consideration.

Economy is "on the fire" in more ways than one, because while economy is boiling in one pot, spending is brewing in another. A cut of \$500,000,000 in the Navy appropriation is proposed, but who knows what ruse will be adopted to spend the money later elsewhere?

Talk. S. 3037—Control of scrap iron and steel exports.

S. 3030 and H.R. 7644, 7893, 8118—Federal grants to states for Old Age Assistance to be increased.

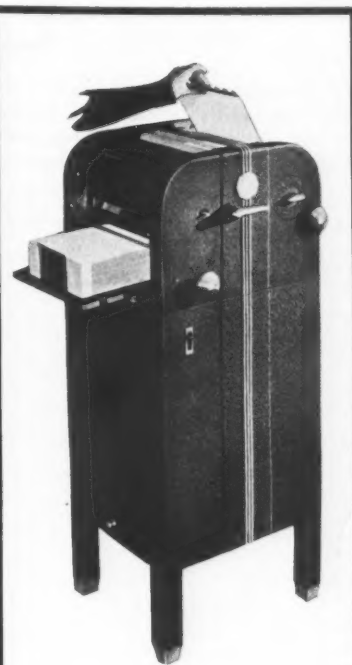
H.R. 7872—A Federal Uniform Sales Act.

H.R. 7762—To increase unemployment compensation benefits under the Federal Social Security Act.

H.R. 7645—War Excess Profits Tax.

And we continue to hear talk about the Wage and Hour Act Amendments and the Wagner Act amendments. Public opinion poll indicates that a majority of the voters favor revision of the Wagner Act. But what is being

done? The fault is not with the Act, we are told, but it lies with the Administration and the procedures adopted. The Administration is understood to favor changing personnel of the Labor Board, if action at this session is forced upon it, rather than tamper with the Act.



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**Manufacturers Association
of Conn., Inc.**

50 Lewis Street, Hartford



Ed. NOTE. This department, giving a partial list of products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms		Bathroom Accessories		Brass Goods	
The Baker Goodyear Co	New Haven	The Charles Parker Co	Meriden	Sargent and Company	New Haven
Accounting Machines		Bearings		Scovill Manufacturing Co (To Order)	
Underwood Elliott Fisher Co	Hartford	Belts		Brass Mill Products	
Acids		New Departure Div of General Motors (ball)		Bridgeport Brass Co	Bridgeport
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway New York	The Fafnir Bearing Co (ball)		Scovill Manufacturing Co	Waterbury
Adding Machines		Norma-Hoffmann Bearings Corp (ball and roller)		Brass Stencils—Interchangeable	
Underwood Elliott Fisher Co	Hartford	Bells		The Fletcher Terry Co	Box 415, Forestville
Advertising Printing		Bevin Brothers Mfg Co		Brick—Building	
The Case Lockwood & Brainard Co	Hartford	The Gong Bell Mfg Co		Bricks—Fire	
Advertising Specialties		Sargent and Co		Broaching	
The H C Cook Co 32 Beaver St	Ansonia	The N N Hill Brass Co		The Hartford Special Machinery Co	Hartford
Scovill Manufacturing Co (Made to Order)		Belting		Brooms—Brushes	
The Waterbury Button Co	Waterbury	Hartford Belting Co		The Fuller Brush Co	Hartford
Aero Webbing Products		The Russell Mfg Co		Buckles	
Russell Mfg Co	Middletown	The Thames Belting Co		The Hatheway Mfg Co (Dec Rings)	
Air Compressors		Benches		Buttons	
The Spencer Turbine Co	Hartford	The Charles Parker Co (piano)		B Schwanda & Sons	Staffordville
Aircraft—Repair & Overhaul		Bicycle Coaster Brakes		The Patent Button Co	Waterbury
United Airports Div United Aircraft Corp	Rentschler Field East Hartford	Bicycle Sundries		The Waterbury Button Co	Waterbury
Airplanes		New Departure Div General Motors Corp		Buffing & Polishing Compositions	
Vought-Sikorsky Aircraft, Div United Aircraft Corp	Stratford	Binders Board		Apothecaries Hall Co	Waterbury
Aluminum Castings		Colonial Board Company		Lea Mfg Co	Waterbury
Newton-New Haven Co 688 Third Avenue	West Haven	Biological Products		Buffing Wheels	
Aluminum Forgings		Ernst Bischoff Company Inc		The Williamsville Buff Mfg Co	Danielson
Scovill Manufacturing Co (small)	Waterbury	Blocks		Buttons	
Aluminum Goods		Howard Company (cupola fire clay)		The Patent Button Co	Waterbury
Scovill Manufacturing Co (To Order)	Waterbury	Blower Fans		Colt's Patent Fire Arms Mfg Co	Hartford
Aluminum—Sheets & Coils		The Spencer Turbine Co		Scovill Manufacturing Co (uniform and tack fastened)	Waterbury
United Smelting & Aluminum Co Inc	New Haven	Colonial Blower Co		The Waterbury Button Co	Waterbury
Ammunition		Blower Systems		Cabinets	
Remington Arms Co Inc	Bridgeport	Boilers		The Charles Parker Co (medicine)	Meriden
Aromatics		The Bigelow Co		Cables—Wire	
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway New York	Petroleum Heat & Power Co (domestic only)		The Wiremold Co (armored, armored leaded and non-metallic sheathed cable)	West Hartford
Artificial Leather		Bolts and Nuts		Cams	
Zapon Div, Atlas Powder Co	Stamford	Clark Brothers Bolt Co		The Hartford Special Machinery Co	Hartford
Asbestos		The O K Tool Co Inc (T-Slot)		Carpet Lining	
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven	The Blake & Johnson Co (nuts, machine screw-bolts, stove)		Palmer Brothers Co	New London
Asbestos		Bottle Bobbins		Castings	
The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)	Bridgeport	Sonoco Products Co (Climax-Lowell Div)		The Charles Parker Co (gray iron)	Meriden
Assemblies, Small		Box Board		The Bradley & Hubbard Mfg Co (gray iron, brass, bronze, aluminum)	Meriden
The Wallace Barnes Co Div, Associated Spring Corp	Bristol	National Folding Box Co		The Gillette-Vilber Co (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London
Automobile Accessories		New Haven Pulp & Board Co		The Sessions Foundry Co (gray iron)	Bristol
The Rostand Mfg Co (windshields, seats, and body hardware)	Milford	Robertson Paper Box Co		John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck
Automotive Friction Fabrics		The Lydall & Foulds Paper Co		Mall-able Iron Fittings Co (malleable iron and steel)	Brantford
The Russell Mfg Co	Middletown	Boxes—Paper—Folding		McLagon Foundry Co (gray iron)	New Haven
Automotive & Service Station Equipment		Atlantic Carton Corp		Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Scovill Manufacturing Co (Canned Oil Dispensers)	Waterbury	S Curtis & Son Inc		Philbrick-Booth & Spencer Inc (Grey Iron)	Hartford
Bakelite Moldings		M S Dowd Carton Co		Castings—Permanent Mould	
The Waterbury Button Co	Waterbury	National Folding Box Co (paper folding)		The Greist Mfg Co (white metal, slush, permanent moulds)	503 Blake St New Haven
Balls		Brake Lining		Scovill Manufacturing Co (brass and bronze)	Waterbury
The Abbott Ball Co (steel bearing and burnishing)	Hartford	Colt's Patent Fire Arms Mfg Co		Vanadium Metals Co (brass, bronze and aluminum)	Groton
Barrels		The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)		Union Mfg Co (gray iron)	New Britain
The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)	Hartford	Brass and Bronze		Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
Barrels		The American Brass Co (sheet, wire rods, tubes)		Castings—Permanent Mould	
The Abbott Ball Co (burnishing and tumbling)	Hartford	The Bridgeport Rolling Mills Co		The Bradley & Hubbard Mfg Co (zinc and aluminum)	Meriden
Barrels		The Bristol Brass Corp (sheet, wire, rods)			
The Hartford Steel Ball Co (tumbling)	Hartford	The Miller Co (Pho-phor bronze in sheets, strips and rolls)			
		The Thinsheet Metals Co (sheets and rolls)			

IT'S MADE IN CONNECTICUT

—CONTINUED—

Chain			
John M Russell Mfg Co Inc	Naugatuck		
Chains—Bead			
The Bead Chain Mfg Co	Bridgeport		
Chemicals			
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway	New York	
Apothecaries Hall Co	Waterbury		
MacDermid Incorporated	Waterbury		
American Cyanamid & Chemical Corp	Waterbury		
Chromium Plating			
Chromium Corp of America	Waterbury		
Chucks & Face Plate Jaws			
Union Mfg Co	New Britain		
Clamps—Wood Workers			
Sargent and Company	New Haven		
Clay			
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven		
Cleansing Compounds			
MacDermid Incorporated	Waterbury		
Clutch—Friction			
The Carlyle Johnson Mach Co (Johnson Expanding Ring; Multiple Disc Maxitorq)	Manchester		
Comfortables			
Palmer Brothers Co	New London		
Conduits			
The Wiremold Co (flexible steel and non-metallic flexible)	West Hartford		
Cones			
Sonoco Products Co (Climax-Lowell Div) (Paper)	Mystic		
Consulting Engineers			
The Stanley P Rockwell Co Inc (Consulting)	Hartford		
296 Homestead Ave			
Contract Manufacturers			
The Greist Mfg Co (metal parts and assemblies)	New Haven		
503 Blake St			
Copper			
The American Brass Co (sheet, wire, rods, tubes)	Waterbury		
The Bristol Brass Corp (sheet)	Bristol		
Scovill Manufacturing Co (pipe and service tubing)	Waterbury		
The Thinsheet Metals Co (sheets and rolls)	Waterbury		
Copper Sheets			
The New Haven Copper Co	Seymour		
Copper Shingles			
The New Haven Copper Co	Seymour		
Copper Water Tube			
Bridgeport Brass Co	Bridgeport		
Cork Cots			
Sonoco Products Co (Climax-Lowell Div)	Mystic		
Corrugated Box Manufacturers			
The Danbury Square Box Co	Danbury		
Corrugated Shipping Cases			
D L & D Container Corp	Shelton Ave	New Haven	
87			
Gair Thames Containers Div of the Robert Gair Co Inc	New London		
Cosmetics			
The J B Williams Co	Glastonbury		
Cotton Batting & Jute Batting			
The Gilman Brothers	Gilman		
Palmer Brothers	New London		
Cotton Yarn			
The Floyd Cranska Co	Moosup		
Counting Devices			
Veeder-Root Inc	Hartford		
Cutlery			
Remington Arms Co Inc	Bridgeport		
Cut Stone			
The Dextone Co	New Haven		
Cutters			
The Standard Machinery Co (rotary board, single and duplex)	Mystic		
The O K Tool Co Inc (inserted tooth milling)	Shelton		
33 Hull St			
Dictating Machines			
Dictaphone Corporation	Bridgeport		
Die Castings			
Newton-New Haven Co Inc	Third Ave	West Haven	
688			
Dies			
The Hoggson & Pettis Mfg Co	141 Brewery St	New Haven	
Die-Heads—Self-Opening			
The Eastern Machine Screw Corp	Truman & Barclay Sts	New Haven	
The Geometric Tool Co	New Haven		
Dish Washing Machines			
Colt's Patent Fire Arms Mfg Co	Hartford		
Dispersions of Rubber			
Naugatuck Chemical (Div of U S Rubber Prod Inc)	Naugatuck & 1790 Broadway	New York	
Draperies			
Palmer Brothers Co	New London		
Drop Forgings			
Wilcox Crittenden & Co Inc	Middletown		
The Blakeslee Forging Co	Plantsville		
Atwater Mfg Co	Plantsville		
Edged Tools			
The Collins Co (axes and other edged tools)	Collinsville		
Elastic Webbing			
The Russell Mfg Co	Middletown		
Electric Appliances			
The Silex Co	80 Pliny St	Hartford	
Electric Cables			
Rockbestos Products Corp (asbestos insulated)	New Haven		
Electrical Conduit Fittings & Grounding Specialties			
The Gillette-Vibber Company	New London		
Electric Cords			
Rockbestos Products Corp (asbestos insulated)	New Haven		
Electric—Commutators & Segments			
The Cameron Elec Mfg Co (rewinding motors)	Ansonia		
Electric Fixture Wire			
Rockbestos Products Corp (asbestos insulated)	New Haven		
Electric Heating Element & Units			
Rockbestos Products Corp (asbestos insulated)	New Haven		
Electrical Instruments			
The Bristol Co	Waterbury		
Electric Panel Boards			
The Plainville Electrical Products Co	Plainville		
Electric Wire			
Rockbestos Products Corp (asbestos insulated)	New Haven		
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)			
Hamden			
Electrical Control Apparatus			
The Trumbull Electric Mfg Co	Plainville		
Electrical Control Equipment			
Colt's Patent Fire Arms Mfg Co	Hartford		
Electrical Goods			
A C Gilbert Co	New Haven		
Colt's Patent Fire Arms Mfg Co	Hartford		
Electrical Switches			
Colt's Patent Fire Arms Mfg Co	Hartford		
Elevators			
The Eastern Machinery Co (passenger and freight)	New Haven		
Embalming Chemicals			
The Embalmers' Supply Co	Westport		
Engines			
Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport		
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford		
Envelopes			
Curtis 1000 Inc	Hartford		
Extractors—Tap			
The Walton Co	94 Allyn St	Hartford	
Eyelets			
The Platt Bros & Co P O Box 1030	Waterbury		
Scovill Manufacturing Co	Waterbury		
The Waterbury Button Co	Waterbury		
Fasteners—Slide & Snap			
The G E Prentice Mfg Co	New Britain		
Sargent and Co	New Haven		
The Patent Button Co	Waterbury		
Scovill Manufacturing Co (snap)	Waterbury		
Felt			
American Felt Co	Glenville		
Ferrules			
The Waterbury Button Co	Waterbury		
Fibre Board			
The C H Norton Co	North Westchester		
The Wm Foulds & Company	Manchester		
Finger Nail Clippers			
The H C Cook Co	32 Beaver St	Ansonia	
Firearms			
Colt's Patent Fire Arms Mfg Co	Hartford		
Remington Arms Co Inc	Bridgeport		
Fire Hose			
Fabrics Fire Hose Co (municipal and industrial)	Sandy Hook		
Fireplace Goods			
The John P Smith Co (screens)	423-33 Chapel St	New Haven	
The Rostand Mfg Co	Milford		
Fireproof Floor Joists			
The Dextone Co	New Haven		
Fishing Equipment			
The Horton Mfg Co (reels, rods, lines)	Bristol		
Fishing Lines			
The Bevin-Wilcox Line Co	East Hampton		
Fishing Tackle			
The H C Cook Co	32 Beaver St	Ansonia	
Flashlight Cases			
Scovill Manufacturing Co (metal)	Waterbury		
Flow Meters			
The Bristol Co	Waterbury		
Forgings			
Clark Brothers Bolt Co	Milldale		
Heppenstall Co (all kinds and shapes)	Bridgeport		
Foundries			
Union Mfg. Co (gray iron)	New Britain		
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown		
The Sessions Foundry Co (iron)	Bristol		
Foundry Riddles			
The John P Smith Co	423-33 Chapel St	New Haven	
Rolock Inc (brass, galvanized, steel)	Southport		
Furniture—Anodic Aluminum			
Warren McArthur Corporation	Bantam		
Fuses			
Colt's Patent Fire Arms Mfg Co	Hartford		
Galvanizing & Electric Plating			
The Gillette-Vibber Co.	New London		
Galvanizing			
Malleable Iron Fittings Co	Branford		
Wilcox Crittenden & Co Inc	Middletown		
Gauges			
The Bristol Co (pressure, vacuum, indicating, recording and controlling)	Waterbury		
Gears—Reverse & Reduction for Motor Boats			
The Snow and Petrelli Mfg Co	New Haven		
Gears and Gear Cutting			
The Hartford Special Machinery Co	Hartford		
Glass Coffee Makers			
The Silex Co	80 Pliny St	Hartford	
Glass Cutters			
The Fletcher Terry Co	Box 415, Forestville		
Golf Equipment			
The Horton Mfg Co (clubs, shafts, balls, bags)	Bristol		
Graphite Crucibles & Products			
American Crucible Co	Shelton		
Grinding			
Centerless Grinding Works (production & custom)	70 Knowlton St	Bridgeport	
The Hartford Special Machinery Co (gears, threads, cams and splines)	Hartford		
Hardware			
Sargent and Co	New Haven		
Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middletown		
Hardware—Trailer Cabinet			
The Excelsior Hardware Co	Stamford		
Hardware, Trunk & Luggage			
J H Sessions & Son	Bristol		
Flat Machinery			
Doran Brothers Inc	Danbury		
Heads			
The E J Manville Machine Co	Waterbury		
Heat Treating			
The Bennett Metal Treating Co	1045 New Britain Ave	Elmwood	
The Stanley P Rockwell Co Inc (commercial)	296 Homestead Ave	Hartford	
Heat-Treating Equipment			
The Stanley P Rockwell Co Inc (commercial)	296 Homestead Ave	Hartford	
The Wallace Barnes Co Div Associated Spring Corp	Bridgeport		
Heating Apparatus			
Crane Company	Bridgeport		
Highway Guard Rail Hardware			
Malleable Iron Fittings Co	Branford		
Hinges			
Sargent and Company	New Haven		
Homer D Bronson Company	Beacon Falls		
Holsts and Trolleys			
Union Mfg Company	New Britain		
Hose Supporter Trimmings			
The Hawie Mfg Co (So-Lo Grip Tabs)	Bridgeport		
Hot Water Heaters			
Petroleum Heat & Power Co (Instantaneous domestic oil burner)	Stamford		
Industrial Finishes			
Zapon Div Atlas Powder Co	Stamford		
Insecticides			
American Cyanamid & Chemical Corp	Waterbury		
Insulated Wire Cords & Cable			
The Kerite Insulated Wire & Cable Co Inc	Seymour		
The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)	Hamden		
Japanning			
J H Sessions & Son	Bristol		
Key Blanks			
Sargent and Company	New Haven		
The Graham Mfg Co	Derby		
Knit Goods			
American Hosiery Company	New Britain		
	(Advt.)		

IT'S MADE IN CONNECTICUT

-CONTINUED-

Labels		Mill Supplies		Radiation-Finned Copper	
J & J Cash Inc (Woven)	South Norwalk	Wilcox Crittenden & Co Inc	Middletown	The G & O Manufacturing Company	New Haven
Lacquers & Synthetic Enamels		Moulded Plastic Products		Railroad Equipment	
Naugatuck Chemical (Div of U S Rubber Prod Inc) (rubber) Naugatuck & 1790 Broadway New York		Colt's Patent Fire Arms Mfg Co Hartford		The Rostand Mfg Co (baggage racks and mirrors for passenger cars)	
Ladders		The Watertown Mfg Co 117 Echo Lake Road Watertown		Rayon Yarns	
Zapon Div Atlas Powder Co	Stamford	Mouldings		The Hartford Rayon Corp	Rocky Hill
Lamps		The Wiremold Co (surface metal race-ways) West Hartford		Razors	
A W Flint Co	136 Haven St New Haven	Moulds		Schick Dry Shaver Inc (electric)	Stamford
Leather		The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven		Reamers	
The Rostand Mfg Company (brass, colonial style & brass candlesticks) Milford		The Sessions Foundry Co (heat resisting for non ferrous metals) Bristol		The O K Tool Co Inc (inserted tooth)	Shelton
Latex		Nickel Anodes		Reclaimed Rubber	
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York		Apothecaries Hall Co	Waterbury	Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
Letterheads		Nickel Silver		Recorders and Controllers	
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury		The Seymour Mfg Co	Seymour	The Bristol Co (humidity, motion and operation)	Waterbury
Lighting Equipment		Nuts Bolts and Washers		Refractories	
The G E Prentice Mfg Co	New Britain	Clark Brothers Bolt Co	Milldale	Howard Company	New Haven
Locks		Office Equipment		Resistance Wire	
Lehman Brothers Inc (designers, engravers, lithographers)	New Haven	Underwood Elliott Fisher Co	Hartford	The C O Jelliff Mfg Co	Southport
Locks-Cabinet		Oil Burners		Retainers	
The Excelsior Hardware Co	Stamford	Malleable Iron Fittings Co	Branford	The Hartford Steel Ball Co (bicycle & automotive)	Hartford
Locks-Suit-case and Trimmings		The Silent Glow Oil Burner Corp	Hartford	Reverse Gear-Marine	
Locks-Trunk		Petroleum Heat & Power Co (domestic commercial and industrial)	Stamford	The Carlyle Johnson Mach Co	Manchester
Locks-Zipper		Paints and Enamels		Riveting Machines	
The Excelsior Hardware Co	Stamford	The Tredennick Paint Mfg Co	Meriden	The Grant Mfg & Machine Co	Bridgeport
Machine Work		Paperboard		The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)	Bridgeport
The Hartford Special Machinery Co (contract work only)	Hartford	Gair Thames Containers Div of the Robert Gair Co Inc	New London	Rivets	
Machinery		The New Haven Pulp & Board Co	New Haven	Clark Brothers Bolt Co	Milldale
The Hallden Machine Company (mill)	Thomaston	Paper Boxes		The Blake & Johnson Co (brass, copper and non-ferrous)	Waterville
The Standard Machinery Co (bookbinders)	Mystic	Robertson Paper Box Co (folding)	Montville	J H Sessions & Son	Bristol
Machines		National Folding Box Co (folding)	New Haven	The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)	Bridgeport
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	The New Haven Pulp & Board Co	New Haven	Rods	
Machines-Automatic		Paper Clips		The Bristol Brass Corp (brass and bronze)	Bristol
The A H Nilson Mach Co (Special)	Bridgeport	The H C Cook Co (steel) 32 Beaver St Ansonia		Roof Coatings & Cements	
Machines-Forming		Paper Tubes and Cores		Tilo Roofing Co Inc	Stratford
The A H Nilson Mach Co (four-slide wire and ribbon stock)	Bridgeport	Sonoco Products Co (Climax-Lowell Div)	Mystic	Roofing-Built Up	
Malleable Iron Castings		Parallel Tubes		Tilo Roofing Co Inc	Stratford
Malleable Iron Fittings Co	Branford	Sonoco Products Co (Climax-Lowell Div)	Mystic	Rubber Chemicals	
Marine Equipment		Pharmaceutical Specialties		Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware)	Milford	Ernst Bischoff Company Inc	Ivoryton	Rubber Dispersion	
Marking Devices		Perfume Bases		Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
Wilcox Crittenden & Co Inc	Middletown	Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York		Rubberized Fabrics	
Mattresses		Phosphor Bronze		The Duro-Gloss Rubber Co	New Haven
The Hoggson & Pettis Mfg Co	New Haven	The Seymour Mfg Co	Seymour	Rubber Footwear	
Measuring Instruments		The Bristol Brass Corp (sheet)	Bristol	The Goodyear Rubber Co	Middletown
Apothecaries Hall Co	Waterbury	Pipe		United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear)	Naugatuck
Metal Cleaners		The American Brass Co (brass and copper)	Waterbury	Rubber Latex	
Colt's Patent Fire Arms Mfg Co	Hartford	Howard Co (cement well and chimney)	New Haven	Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York	
Metal Goods		Crane Company (fabricated)	Bridgeport	Rubbish Burners	
Bridgeport Brass Co (to order)	Bridgeport	Bridgeport Brass Co (brass & copper)	Bridgeport	The John P Smith Co 423-33 Chapel St	New Haven
Metal Novelties		Scovill Manufacturing Co (copper, red brass and yellow brass)	Waterbury	Safety Fuses	
The H C Cook Co 32 Beaver St Ansonia		Pipe Fittings		The Ensign-Bickford Co (mining & detonating)	Simsbury
Metal Products-Stampings		Malleable Iron Fittings Co	Branford	Scales-Industrial Dial	
The Greist Mfg Co 503 Blake St New Haven		Platers		The Kron Company	Bridgeport
Metal Specialties		The Patent Button Co	Waterbury	Scissors	
The American Buckle Co (sheet metal overall trimmings)	West Haven	The Plainville Electro Plating Co	Plainville	The Acme Shear Company	Bridgeport
Metal Stampings		Platers-Chrome		Screw Machine Products	
The Patent Button Co	Waterbury	Platers' Equipment		The Blake & Johnson Co	Waterville
The Excelsior Hardware Co	Stamford	MacDermid Incorporated	Waterbury	Centerless Grinding Works	Bridgeport
J H Sessions & Son	Bristol	Plumbers' Brass Goods		70 Knowlton St	Bridgeport
The H C Cook Co 32 Beaver St Ansonia		Bridgeport Brass Co	Bridgeport	The Eastern Machine Screw Corp	New Haven
Milk Bottle Carriers		Scovill Manufacturing Co	Waterbury	Truman & Barclay St	Forestville
The John P Smith Co 323-33 Chapel St	New Haven	Plumbing Specialties		The Humason Mfg Co	Waterbury
		John M Russell Mfg Co Inc	Naugatuck	Screws	
		Pole Line		The Blake & Johnson Co (machine)	Waterville
		Malleable Iron Fittings Co	Branford	Sargent and Company	New Haven
		Polishing Wheels		Clark Brothers Bolt Co	Milldale
		The Williamsville Buff Mfg Co	Danielson	The Charles Parker Co (wood)	Meriden
		Presses		The Bridgeport Screw Co (wood)	Bridgeport
		The Standard Machinery Co (plastic molding, embossing, and die cutting)	Mystic	Scovill Manufacturing Co (cap and machine)	Waterbury
		Propellers-Aircraft		Scythes	
		Hamilton Standard Propellers Div United Aircraft Corp	East Hartford	Winsted Manufacturing Co	Winsted (Advt.)
		Punches			
		The Hoggson & Pettis Mfg Co (ticket & cloth)	New Haven		
		141 Brewery St	New Haven		
		Putty Softeners-Electrical			
		The Fletcher Terry Co	Box 415 Forestville		
		Pyrometers			
		The Bristol Co (recording and controlling)	Waterbury		

IT'S MADE IN CONNECTICUT

—CONTINUED—

Sewing Machines		Steel Goods		Venetian Blinds	
The Greist Mfg Co (Sewing machine attachments)	503 Blake St New Haven	Scovill Manufacturing Co (To Order)	Waterbury	The Permatex Fabrics Co	Jewett City
The Merrow Machine Co (Industrial)	2814 Laurel St Hartford	Stop Clocks, Electric		Ventilating Systems	
Shaving Soaps		The H C Thompson Clock Co	Bristol	Colonial Blower Co	Hartford
The J B Williams Co	Glastonbury	Studio Couches		Vibrators—Pneumatic	
Shears		Waterbury Mattress Co	Waterbury	The New Haven Vibrator Co Inc (for all mechanical operations)	P O Box 1669 New Haven
The Acme Shear Co (household)	Bridgeport	Switchboards		Vises	
Sheet Metal Products		Plainville Electrical Products Co	Plainville	The Charles Parker Co	Meriden
The American Brass Co (brass and copper)	Waterbury	Switchboards Wires and Cables		Washers	
Sheet Metal Stampings		Rockbestos Products Corp (asbestos insulated)	New Haven	The Blake & Johnson Co (brass, copper & non-ferrous)	Waterville
The Patent Button Co	Waterbury	Switches		American Felt Co (felt)	Glenville
J H Sessions & Son	Bristol	Colt's Patent Fire Arms Mfg Co	Hartford	Clark Brothers Bolt Co	Milldale
Signals		Tableware—Stainless Steel		The Sessions Foundry Co (cast iron)	Bristol
The H C Cook Co (for card files)	Ansonia	International Silver Co	Meriden	J H Sessions & Son	Bristol
32 Beaver St		Tanks		Watches	
Silks		The Bigelow Company (steel)	New Haven	Benrus Watch Co	30 Cherry St Waterbury
Cheney Brothers	South Manchester	Tape		Waterproof Dressings for Leather	
Silverware		The Russell Mfg Co	Middletown	The Viscol Company	Stamford
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden	Tap Extractors		Webbing	
Silverware—Hotel & Institutional		The Walton Co	94 Allyn St Hartford	The Russell Mfg Co	Middletown
International Silver Co	Meriden	Taps, Collapsing		Welding Rods	
Silverware—Plated Hollowware		The Geometric Tool Co	New Haven	The Bristol Brass Corp (brass & bronze)	Bristol
International Silver Co	Meriden	Tarred Lines		Wicks	
Silverware—Sterling & Plated Trophies		Brownell & Co Inc	Moodus	The Russell Mfg Co	Middletown
International Silver Co	Meriden	Textile Machinery		Wire	
Silverware—Sterling Silver Hollowware		The Merrow Machine Co	Hartford	The Bristol Brass Corp (brass & bronze)	Bristol
International Silver Co	Meriden	2814 Laurel St		The Driscoll Wire Co (steel)	Shelton
Silverware—Tableware, Silver		Textile Mill Supplies		Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted
International Silver Co	Meriden	Ernst Bischoff Company Inc	Ivoryton	The Atlantic Wire Co (steel)	Branford
Silverware—Tableware, Silver Plate		Thermometers		The Bridgeport Screw Co (scratch brush)	Bridgeport
International Silver Co	Meriden	The Bristol Co (controlling, recording and indicating)	Waterbury	Wire Arches and Trellis	
Silverware—Tableware, Sterling		Thin Gauge Metals		The John P Smith Co	New Haven
International Silver Co	Meriden	The Thinsheet Metals Co (plain or tinned in rolls)	Waterbury	423-33 Chapel St	
Sizing and Finishing Compounds		Thread		Wire Baskets	
American Cyanamid & Chemical Corp	Waterbury	Max Pollack & Co Inc	Groton	Rolock Inc (for acid, heat, degreasing)	Southport
Smoke Stacks		The American Thread Co	Willimantic	Wire Cable	
The Bigelow Company (steel)	New Haven	The Gardiner Hall Jr Co (cotton sewing)	South Willington	The Bevin-Wilcox Line Co (braided)	East Hampton
Soap		Threading Machines		Wire Cloth	
The J B Williams Co (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	The Grant Mfg & Machine Co (double and automatic)	Bridgeport	The C O Jelliff Mfg Corp	Southport
Speakers		Time Recorders		The John P Smith Co	New Haven
Cinaudagraph Corp (High Fidelity for radios, motion picture houses and public address systems)	Stamford	Stromberg Time Corp	Thomaston	423-33 Chapel St	
Special Parts		Timers, Interval		Wire Connectors	
The Greist Mfg Co (small machined, especially precision stampings)	New Haven	The H C Thompson Clock Co	Bristol	The Wiremold Co	West Hartford
503 Blake St		Tinning		Wire Drawing Dies	
Sponge Rubber		Wilcox Crittenden & Co Inc	Middletown	The Waterbury Wire Die Co	Waterbury
The Sponge Rubber Products Co	Derby	The Thinsheet Metals Co (non-ferrous metals in rolls)	Waterbury	Wire Dipping Baskets	
Spreads		Tools		The John P Smith Co	New Haven
Palmer Brothers Company	New London	The Hoggson & Pettis Mfg Co (rubber workers)	New Haven	423-33 Chapel St	
Spring Units		141 Brewery St		Wire Forms	
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport	The O K Tool Co Inc (inserted tooth metal cutting)	33 Hull St Shelton	The Humason Mfg Co	Forestville
Spring Washers		Toys		The Wallace Barnes Co Div Associated Spring Corp	Bristol
The Wallace Barnes Co Div Associated Spring Corp	Bristol	A C Gilbert Company	New Haven	Wire Goods	
Springs—Coil & Flat		The Gong Bell Co	East Hampton	The Patent Button Co	Waterbury
The Humason Mfg Co	Forestville	The N N Hill Brass Co	East Hampton	The American Buckle Co (overall trimmings)	West Haven
Springs—Flat		Trucks—Lift		Scovill Manufacturing Co (To Order)	Waterbury
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The Excelsior Hardware Co	Stamford	Rolock Inc (all meshes and metals)	Southport
Springs—Furniture		Trucks—Skid Platforms		Wiremolding	
Owen Silent Spring Co Inc	Bridgeport	The Excelsior Hardware Co	Stamford	The Wiremold Co	West Hartford
Springs—Wire		Tube Clips		Wire Reels	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The H C Cook Co (for collapsible tubes)	Ansonia	The A H Nilson Mach Co	Bridgeport
Stair Pads		32 Beaver St		Wire Partitions	
Palmer Brothers Company	New London	Tubing		The John P Smith Co	New Haven
Stamps		The American Brass Co (brass and copper)	Waterbury	423-33 Chapel St	
The Hoggson & Pettis Mfg Co (steel)	New Haven	Scovill Manufacturing Co (copper alloys)	Waterbury	Wire Rings	
Stampings—Small		Tubing—Condenser		The American Buckle Co (pan handles and tinner's trimmings)	West Haven
The Wallace Barnes Co Div Associated Spring Corp	Bristol	Scovill Manufacturing Co	Waterbury	Woodwork	
Staples		Typewriters		C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford
Sargent and Company	New Haven	Underwood Elliott Fisher Co	Hartford	Yarns	
Steel Castings		Typewriter Ribbons		The Ensign-Bickford Co (jute carpet)	Simsbury
The Hartford Electric Steel Co (carbon and alloy steel)	540 Flatbush Ave Hartford	Underwood Elliott Fisher Co	Hartford	Zinc	
Malleable Iron Fittings Co	Branford	Underclearer Rolls		The Platt Bros & Co (ribbon, strip and wire)	Waterbury
Nutmeg Crucible Steel Co	Branford	Sonoco Products Co (Climax-Lowell Div)	Mystic	P O Box 1030	
Steel—Cold Rolled Spring		Vacuum Cleaners		Zinc Castings	
The Wallace Barnes Co Div Associated Spring Corp	Bristol	The Spencer Turbine Co	Hartford	Newton-New Haven Co Inc 688 Third Ave	West Haven
Steel—Cold Rolled Stainless		Valves		(Advt.)	
Wallingford Steel Company	Wallingford	Reading-Pratt & Cady Div American Chain & Cable Co Inc	Bridgeport		
Steel—Cold Rolled Strip and Sheets		Valves—Automatic Air			
Wallingford Steel Company	Wallingford	Beaton & Cadwell Mfg Co	New Britain		
		Valves—Flush			
		Beaton & Cadwell Mfg Co	New Britain		
		Valves—Relief & Control			
		Beaton & Cadwell Mfg Co	New Britain		

SERVICE SECTION

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

FOR SALE—RENT—WANTED

FOR SALE. 1 Tabor Plain Jar Roll-over and Pattern Drawing Molding Machine No. 20024 with 40" x 50" Table, 25" Draw, 1 Tabor 22" Plain Jarring Roll-over and Pattern Drawing Molding Machine No. 19157, complete with equipment. 1 International 7" Cylinder, 24" x 36" Table, Type J Jarring Machine. Address S. E. 113.

WANTED—JOB WORK. Special machinery and parts made to order. 73 years' experience manufacturing machinery at your disposal. Your inquiries are solicited. Address S. E. 115.

TOOL MAKING FACILITIES AVAILABLE. A large Connecticut producer of oil burners with a well equipped tool room and a number of good tool makers is in a position to accept additional work in its tool department on an hourly basis. The name of the company will be given to parties interested upon writing to S. E. 118.

FOR RENT in Bridgeport approximately 20,000 square feet, one-story building. Columns on sixteen foot centers. Railroad siding and water facilities. Address S. E. 119.

WANTED—We have equipment for manufacturing wood mechanisms for certain types of wood work, metal machine work and small punching. Will gladly advise or quote on any item. Address S. E. 120.

WANTED—CONTRACT WORK. A thoroughly reliable Connecticut manufacturer desires contract work of the machine, sheet metal, polishing and buffing varieties. Interested parties should write to S. E. 121.

EMPLOYMENT

EXPERIENCED EXECUTIVES AVAILABLE. Well qualified men over 40 years of age for all types of businesses. Engineering—Production—Personnel—Advertising—Sales—Property Management. Not a commercial employment agency. No charges or fees. Address Forty Plus of Hartford, Room 235, Y.M.C.A. Bldg., 315 Pearl Street, Hartford, Connecticut. Telephone 2-4291.

WASHINGTON, D. C.—MANUFACTURER'S REPRESENTATIVE. 10 years experience in securing large Government contracts for manufacturers, well informed on Government procedure. Bank references. Commission Basis. Address P. W. 510.

CHEMIST Yale graduate, University of Pennsylvania M.S. in Chemistry, in late twenties is desirous of making connection with a Connecticut firm. Excellent laboratory, teaching, and industrial research experience. Good references. Address P. W. 514.

METALLURGIST, with ten years experience on a wide variety of ferrous and non-ferrous alloys, wants position with a metal manufacturer. Qualified to take full charge of polishing, etching and photography of metal sections. Special experience with lead alloys and in the manufacture of hardware, ordnance, telephone equipment and brass mill products. Moderate salary. Will go anywhere. Address P. W. 517.

TRAFFIC MAN. Man who has had some 15 years experience in travel agency and other traffic work desires position as traffic manager or assistant. Evidence of abilities will be given at interview. For interview appointment please write P. W. 518.

EXECUTIVE. Graduate engineer who has demonstrated his abilities in sales promotion organization and industrial relations work desires to locate with Connecticut or New England manufacturer because of conditions arising out of a recent merger of a company with which he was connected for some 18 years. His qualifications can be readily demonstrated at interview. Address P. W. 519.

EXECUTIVE STENOGRAPHER, whose ability to concentrate and perform under pressure—developed in court reporting work—should be of value to busy executive. Experienced in utilities, engineering and transportation fields. Male, single, 26, American. Free to travel. Address P. W. 521.

GENERAL FOREMAN with diversified experience in metal fabrication, qualified to supervise modern machine tool production, assembling, tool design, wood and metal pattern making, brass foundry, heat treating, time study, metal treating and blacksmith work, development and

experimental work at minimum cost and high quality. Address P. W. 522.

FACTORY MANAGER OR SUPERINTENDENT: Practical management and engineering background with broad diversified experience in the manufacture of pressed and deep drawn metal stampings: brass goods: electrical specialties: lighting fixtures: plated and stainless steel hollow-ware and flatware: advertising novelties for premium and promotion trade: syndicate store merchandise. Thorough knowledge of product design: budgets: cost analysis and reduction: purchasing: tooling-up: plant upkeep: modern production methods: wage systems with incentives: organization and labor relations. Address P. W. 523.

WHAT DOES THE WORLD THINK ABOUT YOU AND YOUR PRODUCT? Why not have the light of favorable publicity shine upon you and yours? I can do it! Young, ambitious, experienced. Sound understanding of newspaper writing, copy writing, layouts, art work supervision. Technical education; understand machinery. Want a job with a challenge to it. Address P. W. 524.

ADVERTISING MAN. Young man just over thirty who has had over ten years industrial and agency advertising experience and who has been both assistant and advertising manager, now seeks a broader field in industrial sales promotion and advertising than now afforded in his present agency connection. Here is a real find in the promotion field. Address P. W. 525.

PARTNER WITH CASTING OR MACHINE SHOP WANTED by machine designed for marketing recently developed combination speed hammer and press. This air-operated machine tool has excellent marketing possibilities due to its dual purpose and the many new features, and is the result of an extensive investigation of present riveting machines. The machine is of medium size and is simple and compact in design. A patent has been applied for and complete assembly drawings are on hand. A good opportunity for an aggressive party who is willing to make a small investment. Will also be interested to hear from responsible machine tool manufacturer who is willing to take this machine over either outright or on a royalty basis. Address P. W. 526.

ANY SWAPPING YANKEES LEFT? If you are eager for more profitable sales, I'll exchange my sales and promotion experience, alert mentality, good health, and my loyal services for a return which at the end of a year or sooner will consider a good investment—or we part. Address P. W. 527.

SERVICES OF EXPORT MANAGER AVAILABLE. Thoroughly experienced in every phase of exporting, including appointing sales distributors, arranging local manufacture or assembly, directing sales and advertising, purchasing of materials abroad, etc. Has travelled in most countries of the world. Working knowledge of French and Spanish. In present position fifteen years. Good sales record. Best of references. Address P. W. 528.

METALLURGIST available, with wide responsible experience in ferrous products, including heat treatments, selection of proper materials, laboratory methods and control, and steel mill practices. Alloy and other steels. University graduate. Married. (M. A. M.) Address P. W. 529.

YOUR OFFICE routine has become a problem. The solution may be here. If you will interview a person with varied experience in manufacturing and commercial office methods, I may be able to give you the ideas and render you the services you need. Anything is worth trying. Address P. W. 530.

ACCOUNTANT—EXECUTIVE. Man experienced in factory and general accounting, practical systems, tax returns and insurance. One who can put spirit into an organization and get results. Desires to locate an opportunity with a growing company where he may prove his worth. Address P. W. 531.

EXPERIENCED ENGLISH-SPANISH TRANSLATOR. Young man particularly well qualified legal terminology Roman-English law translations desires position preferably in Connecticut. Address P. W. 532.

DIE CUTTER. Man with ten years experience as a die cutter with manufacturing companies desires a position in his line of experience. For interview address P. W. 533.

DO YOU NEED MONEY? Capital available for industry. Loans at 4½% for 12 years at an underwriting cost approximating 4% for all fees, appraisals, legal expenses, etc., can be obtained for such purposes as new buildings, additional working capital, debt funding, etc. No expense is incurred until the loan is made, at which time the underwriting cost is due. Minimum loan is \$75,000. Manufacturers can receive a "Definitive" reply in 48 hours after receipt of the inquiry. For further details address Box C. A. 1.



Industrial-relation and safety problems often have common causes...and labor problems—like accidents—have been cured or prevented by American Mutual workmen's compensation insurance.

In a plant where, in 1936, a neutral observer said, "It will be years before bad feeling dies down" ... where official compromisers gave up ... and the gathering storm of ill will threatened complete destruction of profitable operations — American Mutual safety consultants provided a means of restoring calm through safety.

Leading the way to joint determination between management and men to work shoulder-to-shoulder on a constructive

safety program ... benefiting one group through lower insurance costs and more efficient production, the other group through better working conditions and freedom from accidents ... allowed them for the first time to share a common interest, to be more tolerant of each other's motives.

Since the safety program was fully instituted, with the help of American Mutual's practical safety consultants, accidents have been rare and labor troubles non-existent. For one period of 238 days, not even one minor accident occurred. Morale has been ideal. And the plant has operated at capacity.*

But profit from accident-prevention

help is only one of three profits which thousands of firms have received from American Mutual. Second is restoration of injured men's valued services through medical rehabilitation by industrially-trained specialists. And third is the opportunity to save one-fifth or more on insurance costs, through cash dividends of 20% or more, paid regularly on practically all lines of insurance except life, by American Mutual and its affiliate.

*Details of this case in which safety provided the meeting ground for labor and management will gladly be provided to those interested. Write for the story "Strike!", addressing nearest office listed below.



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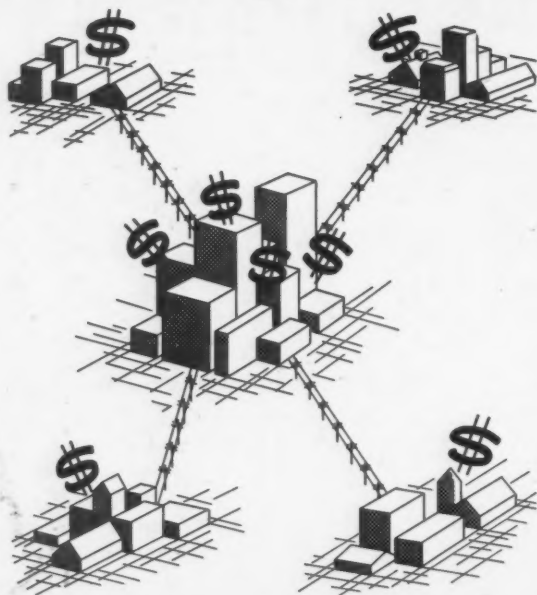
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Many sales managers have found it doesn't pay to have salesmen cover certain territories. Sales costs eat up profits. Thus some accounts, some towns, even entire territories, have been dropped from the salesmen's routes.

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